

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,
Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, MARCH 12, 1909.

NO. 11.



Place it in front—

Grocers who specialize on nourishing health and breakfast
foods will find

Robinson's Patent Barley

one of the most satisfactory sellers to family trade.

It pays a good profit and soon becomes a staple.

For sale by all Jobbers.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

Syrup Season

Lots of syrup being used just now. More will be consumed before summer sets in. Your trade for same is sure, solid, safe and satisfactory.

The brand that has made the use of corn syrups almost a necessity in every family in Canada, is

“Crown Brand” Table Syrup

Its absolute purity, cleanliness, flavor, rich color, and healthfulness leave nothing but a taste for more.

Every Jobber Sells It

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal



MACONOCHIE'S

Pickles, Sauces, Marmalade, Jam, Canned Fish, etc. For Spring importation special prices are made for one gross lots either one variety or assorted, insuring your getting fresh goods and prompt delivery. **ORDER NOW** through your jobber. Price lists can be obtained from our agents.

MacLaren Imperial Cheese Co., Limited
TORONTO

Canned Where Caught

The "THISTLE" Brand of CANNED HADDIES, KIPPERED HERRINGS, and HERRING AND TOMATO SAUCE, are canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish? IMPOSSIBLE.

But that is not all, because Captain Austin has the unequalled skill of a lifetime of experience. THERE'S NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "THISTLE" brand. Buy it and you buy the best.

"THISTLE" BRAND FISH

Arthur P. Tippet & Co.
Agents

"Shell" Brand Castile Soap

TRADE MARK



"SHELL BRAND"
(LA COQUILLE)

TRADE MARK



"SHELL BRAND"
(LA COQUILLE)

The "Shell" Brand of Castile Soap is packed only by Couret Freres, of Marseilles, France.

The leading brand in the Dominion.

Sixty-seven per cent. pure oil. Seven per cent. more of pure oil than you'll get in ordinary Castile Soap.

In 1-lb. bars and upwards—also in pressed cakes.

"Shell" Brand Sold by Leading Jobbers.

Arthur P. Tippet & Co.
Agents



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

THE MAN ON THE SPOT
"There is many a slip between the enquiry and the reply." The man on the spot gets the order. That's me.
FACE TO FACE BUSINESS
G. WALLACE WEESE
Manufacturers' Representative. Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.
WRITE ME TO-DAY

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 **MOOSE JAW, SASK.**

TORONTO

SWIFT'S
Silver Leaf Lard
Lard Compound
Cotosuet
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

HALIFAX

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

MONTREAL

FOR SALE
Cheap for cash, Fruit Ceaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

REGINA

G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

W. G. Patrick & Co.
Manufacturers' Agents
and Importers
29 Melinda St. Toronto

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents
and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

MacLaren Imperial Cheese Co. Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

ROBERT ALLAN & CO.

General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

TORONTO

FINEST STORAGE
in Toronto. Our own warehouse.
Lowest possible rates.
Also lowest insurance rates.
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

Don Storage and Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city - Special cartage delivery - Lowest rate of insurance.

J. WALTER SNOWDON

MANUFACTURERS' AGENT
AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

Wholesale Grocery Brokers
and
Manufacturers' Agents
Connection with Jobbing Trade of Toronto, Hamilton and London. Foreign and Domestic Agencies solicited. Best of Storage Accommodation.
LIND BROKERAGE CO.
23 Scott Street Toronto

D. McL. BROPHY

414 St. Paul St. Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

W. G. A. LAMBE & CO.

Toronto
Grocery Brokers and Agents.
Established 1885.

WINNIPEG
CARMAN BROKERAGE Co.
Wholesale Grocery Brokers
141 Bannatyne St. E. WINNIPEG, MAN.
We keep in close touch with the wholesale trade - Winnipeg and West - write us.

(Continued on page 4).

Just to "help along" trade—

We are quoting prices on the following that will bring business—Quality fully guaranteed.

- "LAKESIDE" LOMBARD PLUMS, gals. Heavy Syrup.
- "PALACE CAR" APPLES, gals.
- "KITCHENER" RED PITTED CHERRIES, 2s.
- "PROSPERITY" STRAWBERRIES, 2s, Heavy Syrup.
- "PALACE CAR" GRAPES, 2s, Heavy Syrup.
- "THISTLE" LAWTONBERRIES, 2s, Heavy Syrup.
- "THISTLE" WAX and REFUGEE BEANS, 2s.
- "NIAGARA" whole hand packed TOMATOES, 3s and gals.

A
POST
CARD

will bring our quotations—

WRITE IT TO-DAY—

EBY-BLAIN, LIMITED

Wholesale Grocers
TORONTO



SOLD AT FOLLOWING PRICES:

PINK LABEL
GOLD LABEL

1s and 1/2s	Costs you	30c per lb.
	You sell at	40c per lb.
1s and 1/2s	Costs you	35c per lb.
	You sell at	50c per lb.

LAVENDER LABEL
GREEN LABEL

1s and 1/2s	Costs you	42c per lb.
	You sell at	60c per lb.
1s and 1/2s	Costs you	50c per lb.
	You sell at	75c per lb.

CANISTERS

GOLD Tins	5s	Costs you	35c per lb.—\$1.75
		You sell at	50c per lb.— 2.50
GOLD Tins	3s	Costs you	35c per lb.— 1.05
		You sell at	50c per lb.— 1.50
GOLD Tins	1s	Costs you	36c each
		You sell at	50c each

GOLD Tins	1/2s	Costs you	18c each—36c per lb.
		You sell at	25c each—50c per lb.
RED Tins	1/2s	Costs you	35c each—70c per lb.
		You sell at	50c each—\$1.00 per lb.
RED Tins	1/4s	Costs you	18c each—72c per lb.
		You sell at	25c each—\$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

RAM LAL'S PURE TEA CO., LIMITED

WINNIPEG

QUAKER OAT CO. of
Peterborough and Chicago
Represented in
Winnipeg and the West by
W. H. Escott
Wholesale Grocery Broker
141 Bannatyne Ave.
Winnipeg - - Canada

C. & J. JONES
WHOLESALE BROKERS
MANUFACTURERS' AGENTS
AND IMPORTERS
62 SCOTT BLOCK - - WINNIPEG, MAN
Domestic Agencies Solicited
Good Storage Facilities

WATSON & TRUESDALE
(Successors to Stuart Watson & Co.)
Wholesale Commission Brokers and
Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

SASKATOON

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manu-
facturers' Agents, Cars Distributed, Ware-
housed and Forwarded, Warehouse on Transfer
Track. Business Solicited.
PHONE 159 SASKATOON,
P.O. BOX 257. Western Canada

VANCOUVER

H. S. MACGACHEN & CO.
27 Manhattan Block VANCOUVER, B.C.
Commission Brokers and
Importers. Warehousing.
Agencies solicited for this Province.

THE PEOPLE OF
JAMAICA
are now buying things in the
United States which they ought
to buy in Canada. They don't
know what we can do. A small
advertisement in the
KINGSTON
"GLENER"
might bring inquiries. Better
write for rates to
I. C. STEWART, Halifax



is without a peer in the
Canadian market.
No tea is more exten-
sively advertised or better
known.
Good tea is a magnet
which always draws trade.
Ridgways Tea will be a
trade winner for your store.
**CANADIAN OFFICE,
VANCOUVER, B.C.**
Agents—Richards & Brown, 314 Ross
Avenue, Winnipeg, Man.

Shoe Boils, Capped
Hock, Bursitis
are hard to cure, yet
ABSORBINE
will remove them and leave no blem-
ish. Does not blister or remove
the hair. Cures any puff or swelling. Horse can
be worked, \$2.00 per bottle, delivered. Book 6 D free.
ABSORBINE, JR., (mankind, \$1.00 bottle.)
For Boils, Bruises, Old Sores, Swellings, Gout, etc.
Varicose Veins, Varicocelitis, Allays Pain.
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, S. SS & CO., Montreal, Canadian Agents.



**A. Boake, Roberts
& Co., Limited**
STRATFORD
LONDON - - ENGLAND
For:—
**Vinegar and
Sauce Coloring**
**Essential Oils
Essences
Oil Lemon**
**Acid Phosphate &
Phosphate Lime
Precip.**
**Harmless
Colorings**
Herbs, Roots, etc.
CANADIAN AGENTS:—
Andrews, Gillespie & Co.
CORISTINE BLDG.
MONTREAL

ESTABLISHED 1849
BRADSTREET'S
Capital and Surplus, \$1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.
THE BRADSTREET COMPANY gathers information that reflects the financial condition
and the controlling circumstances of every seeker of mercantile credit. Its business may be defined
of the merchants, for the merchants, for the merchants. In procuring, verifying and promulgating
information no effort is spared, and no reasonable expense considered too great, that the results may
justify its claims as an authority on all matters affecting commercial affairs and mercantile credit.
Its offices and connections have been steadily extended, and it furnishes information concerning
mercantile persons throughout the civilized world.
Subscriptions are based on the service furnished, and are available only by reputable wholesale
jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business
corporations. Specific terms may be obtained by addressing the Company at any of its offices.
Correspondence Invited.
— OFFICES IN CANADA —
CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.
THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Canned Fruits and Vegetables Absolutely Pure

The buyer of a can of goods with the Canadian Cannery Label, knows that he is running no risks. The quality is guaranteed by a responsible, reliable company.

Why buy inferior goods even if at lower prices, only to perhaps incur the ill-will of your customers?

If you secure a name for handling nothing but reliable goods you are on the high road to success.

REMEMBER THE BRANDS :—

Simcoe, "Lynvalley," "Auto," "Kent"; Aylmer, "Canada First," "Log Cabin," "Little Chief"; Bowlby's, "Horseshoe"; Lalor's, "Grand River"; Delhi, "Maple Leaf"; Boulter's, "Lion," "Thistle"; Lakeport, "White Rose," etc.

CANADIAN CANNERS, Limited



Boost Your Business

It is easy to do so when you have gained the confidence and trust of your customers by pushing reliable and dependable goods at right prices in all departments. This result is assured in one line

By Handling Canned Goods

But these goods must be just right as to extract, taste, flavor and purity and put up in the most modern and sanitary methods of processing; all of this is ensured in cans

Of Old Homestead Brand

and you can tell your customers the reason why you put forth superior claims for the canned fruits and vegetables that come from the company of Old Homestead Co. Every can convincingly confirms all claims made for it.

ORDER FROM YOUR JOBBER.

The Old Homestead Canning Co.

Picton

Ontario

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Packed Tomatoes Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents :

Eby-Blain, Limited, Toronto.

Frank L. Benedict & Co., Montreal

F. H. Wiley, Winnipeg, Western Agent.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS :

WARREN BROS. & CO., - LIMITED
TORONTO and KINGSTON



Tilbury Brand Tomato Catsup

made in Canada's best equipped Canning Factory

A Strictly High Grade Catsup
at a Standard Grade Price

A Trade Winner

Selling Agents :

GREEN & CO., 25 Front Street East, Toronto.

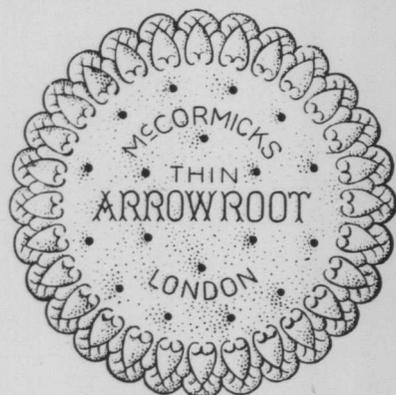
RYAN BROS., 147 Bannatyne Avenue, Winnipeg.

The Tilbury Canning Company, Limited, Tilbury,
Ont.

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.



Another New Biscuit crisper, thinner, daintier, than old style Oval Arrowroot. Contains more real arrowroot—which makes it especially valuable for children. Tell the mother about it—and the sale is made. Just order a tin box containing about 10 pounds. Breaking records as a seller.

McCormick's THIN ARROWROOT BISCUITS

Factory at London. Warehouses at Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES (IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP (IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

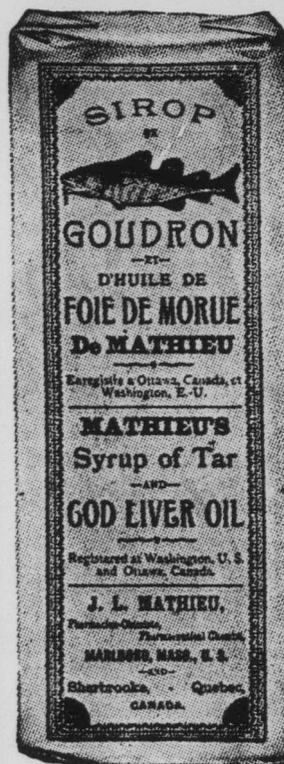
Agents

C. E. Paradis.	Quebec	W. H. Escott,	Winnipeg.
C. DeCarlet,	Kingston.	R. G. Bodington & Co.,	Calgary
Jas. N. McIntosh,	Ottawa	Tees & Pease,	Edmonton.
Geo. Munson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Dickie & Greening,	Hamilton.	C. Leonard Grant,	P. E. Island
G. H. Gillespie,	London		

Dominion Molasses Co.,

LIMITED

Hallfax, - Nova Scotia



WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil
REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to have it.

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nerve Powder is another good seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

**J. L. MATHIEU CO., Props.,
SHERBROOKE, P.Q.**

Sold by wholesale trade everywhere
Distributors for Western Canada.

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners,
Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

Counter Check Books



"Get the Best."

PHONE OR WRITE

THE CARTER-CRUME COMPANY, LIMITED

TORONTO and MONTREAL

R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

**Warehousemen, Forwarding Agents and
Wholesale Brokers**

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

THEY TICKLE THE TASTE

Don't you think it about time you were getting something new in the chocolate line?
Our famous specialty:

"Chocolate Bordeaux"

We are proud in believing it to be the best product of its kind on the market. It's not what you pay for an article, but what the article pays you in return for what you paid for it, that determines its value to you. It will pay you a handsome profit to handle this line. Let the people know you are the man in your town who stocks this line, and watch your chocolate sales advance. Man to man, let us send you our proposition, **Right Now.** If we were not qualified to merit your trade, we wouldn't have the nerve to ask for it. Samples submitted upon request.

The Montreal Biscuit Company, Montreal, Manufacturers of **"Sweets that Satisfy"**

WANTED: Hustling agents throughout Canada, in unrepresented districts, for our High-Grade Chocolate lines.

BROOMS

FOR USE IN

Factory, Warehouse, Elevator,
Foundry, Paper Mill, Railway,
Steamboat

Our C.C.C. or Corn, Cane

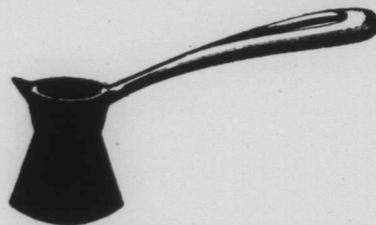
Cable line will suit You.

Ask for them.

Walter Woods & Co.

Hamilton and Winnipeg

Here is an article which will
Sell on Sight



A PURE BRISTLE DAUBER

with beautifully tinned malleable
iron handle, to sell for
Ten Cents

Write for price in five gross lots.

STEVENS-HEPNER CO.

Manufacturers

Limited

Port Elgin, Ontario

DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 69 for yearly rates.

Business is Splendid

It is refreshing to be able to make this announcement—particularly so when it means increased business to thousands of grocers. Last week alone the output of

"SALADA"

was 35,917 pounds more than in the corresponding week of 1908. The co-operation and good-will of the trade—the quality, flavor and purity of "SALADA" Tea have built up and maintained an immense business. 1909 promises to be the biggest and best year in our history.

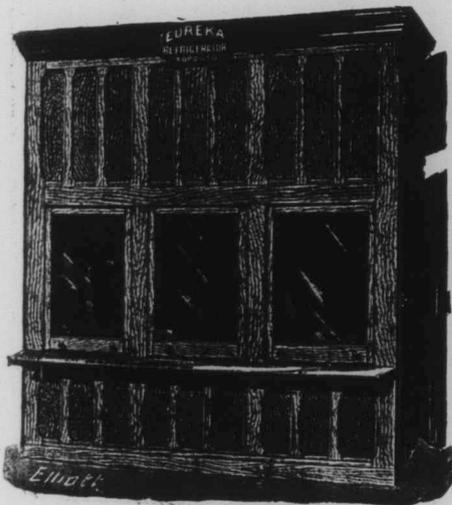
We can help you.
You can help us.
Let us get together.

The Best Guarantee That We Can Offer

is our experience and insight in manufacturing for nearly a quarter of a century and the supreme satisfaction that is given in all parts of the Dominion by

The Eureka Refrigerator

used by grocers, restaurants, provision merchants, butchers, hotels, etc. who find that the dry air circulation is without an equal and all impurities are removed from the air before it descends. Our catalogue—write for it—will tell you all about the dry air process of preserving perishable products.



EUREKA
REFRIGERATOR
COMPANY
Limited

54 and 56 NOBLE ST.
TORONTO, CANADA

SASSO MEDICINAL OIL

DIRECT FROM ONEGLIA,
LEVANTE RIVER, ITALY.

A profitable line for you to stock at this season of changeable weather.

A perfect tonic, agreeable to take and quickly and easily assimilated. It is a soothing and at the same time incomparable remedy for

**Stomach and Intestinal Troubles,
Constipation, Indigestion,
Nervousness, General Debility,
Scrofula, Tuberculosis**

Its equal as a tonic for invalids has yet to be found. Secure a trial order. Then you will always stock it.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent

Phone Main 2731

Don't wait a week for your goods

You can get them promptly right here, at your doors almost, and they don't cost you any more—not as much in fact as if bought in Montreal, Toronto or Winnipeg. You can prove this easily. Make up an order of your present requirements. Here are a few suggestions:

TOMATOES	\$1.00 doz	BRUNSWICK SARDINES , cases 100 tins, @	\$3.35
CORN.....	.90 "	SODA BISCUITS , in boxes.....	@ 5½c. lb
WAX BEANS .....	.88 "	SODA BISCUITS , in barrels.....	@ 5c. lb
PEAS.....	.95 "		
BUTTER , Dairy.....	18c to 20c		
" Fine Creamery	28c		
" Imperial "	27c		

**Remember the freight.
We save you some.**

ALL F.O.B. FORT WILLIAM

The JOHN KING CO., Limited
FORT WILLIAM, ONTARIO

"Keep up with the Twins"



"Keep up with the Twins"

Handle

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

SEE THAT BROOM

Read Its Wrapper—Look at
Maker's Name

There are many points to be observed in the purchase of a broom. It should be strong, elastic, durable and of the best material. You will find all these in the

High-Grade "PANSY" Make

Only the finest broom corn is used and owing to the recent advance in the poorer grades a common broom is very costly. Better pay a few cents more and get your money's worth—something that you can depend on, one where the make and material are fully guaranteed.

"Buy from the makers."

H. W. NELSON & CO., Limited
TORONTO ONTARIO



Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and
again. That's what

Aurora Coffee

is. The best money can buy. It retails
at 40 cents and leaves you a margin
for yourself that is worth while—
something to justify your buying
the brand and introducing it to your
customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers Coffee Importers

HAMILTON

Branch House—Sault Ste. Marie



SEE THAT BOX!

Users are making its contents known from one end of
Canada to the other, for it is recognized as the best,
quickest and most effective hand cleaner on the market.

Beware of Imitations

As many others have tried to place substitutes on
the market as near like Snap, both outside and in, as
they dare, dealers should keep what they are most
frequently asked for. 15 cents a tin.

Patrons know its worth—it's a great seller.

The Snap Company, Limited

Montreal, - Canada

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

Rapidly Displacing the Thin
Light Teas, Here, in America?

(Two and Three Quarter Millions Increase in
Direct Shipments Alone in 1908 over 1907.)

- First: Because it Takes a Strong, Full-Bodied Tea
to Satisfy the Coffee-Educated Palate;
- Second: Because of Its Piquant Flavor;
- Third: Because of Its Unvarying Excellence;
and
- Fourth: Because of Its Cheapness Regardless of Cost.

A Pound of Ceylon Tea
"Goes Twice as Far"
as the Light Thin Tea.

Mr. Grocer—Do you want to make money—here is a chance—to make it easily, quickly, and lots of it—Do you for any reason wish to take up this very profitable line—That will net you a good income, as well as increase your sales in other lines—If you do read this. Every house-keeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high grade finish, equal to first class laundries. She of course asks the grocer for advice—in return he offers her the common wax—She knows it is impossible to do good work with common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—There she is sure to do her buying—and leave her order for other things. The Kaiser Wax Pad and Iron Cleaner is used in more than a million homes, read what users say.—

Chicago, Jan. 4th, 1909

To whom it may concern,—

Some time ago I tried the Kaiser Wax Pad and Iron Cleaner, and was so pleased with the work it did, that I recommend it highly and advise every woman who wants to make her work easy, to try the Kaiser Wax Pad and Iron Cleaner and be convinced of its good work.

Respectfully yours

Mrs. T. Ohmes, D.S.C.L.O.T.M., 937 W. Adams St.

Mr. Grocer

We do not want you to order until you have convinced yourself of the merits of our Kaiser Wax Pad and Iron Cleaner—Send us your name and address and jobber you do business with and we will send you one free of charge so that you may try it yourself and be convinced—Is this fair enough?



PATENT APPLIED FOR

Manufactured by

The Ancker-Thiem Co.
CHICAGO, U.S.A.

Dept. 54

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W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
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Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
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JAPAN TEA

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



Are You Hammering Home

the merits, flavor, purity and delicious character of

Shirriff's Jelly Powders

They are easy to sell—They always please patrons

A Trial will do Wonders—

IMPERIAL EXTRACT CO., 18-22 Church Street TORONTO, CAN.



THE A1 SAUCE

**A Fine Tonic and Digestive.
An Excellent Relish For
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**Simply A 1.
Pleases everyone.
The Public WILL have it.
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BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall
LONDON - ENG.
LIMITED



Absolute

Purity

Guaranteed in

E. D. S. Brand of Jams & Jellies

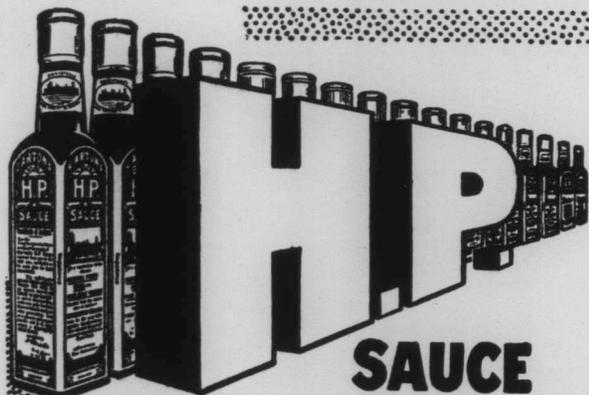
In Flavor Unexcelled

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Drop a postal to our Canadian Agents (mentioned below) for free full-sized tasting bottle of H.P. Sauce.

Try it on your own plate, and then you will see why your customers want it.

Wide-awake grocers are making H.P. Sauce their leading line.

Our bright Canadian advertising tells the people all about H.P. and what it is made of, how good it is for the appetite, palate and digestion.

Large and quick turnover on H.P.

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MIDLAND VINEGAR CO., Ltd.

BIRMINGHAM AND LONDON, ENG.



There is nothing tastes so good as a good pickle or sauce with cold meat.

STERLING BRAND PICKLES

will satisfy your most particular customer and will bring trade. Order from your jobber or direct from the factory.

THE T. A. LYTLE CO. LTD.
Sterling Road, Toronto, Canada
PHONE PARK 376

GASTRONOMICALLY PERFECT
and Purity backed up by \$5,000

MASON'S O.K. SAUCE

Giant Bottle retails at 25 cents.
Secured profit 33 1/2%

Sole Manufacturers:
GEO. MASON & CO., Ltd.
LONDON, ENGLAND.

Represented by
S. T. Nishimura & Co.
55 St. Francois Xavier St.
MONTREAL

N.B.—The trade are cautioned to avoid imitations.



ESTABLISHED OVER 200 YEARS

CHAMPION'S
LONDON, ENGLAND

IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

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BORDEN'S BRANDS

OF Condensed Milk and Evaporated Cream



The two leading brands in America are "Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream—There is more than mere say-so in this statement—Fifty years of merit has made them the leaders.



IT IS YOUR PROFIT TO REMEMBER THIS

WILLIAM H. DUNN, Montreal and Toronto
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Unsweetened

BANNER BRAND CONDENSED MILK



Get this high grade, pure condensed milk on sale.

Wholesalers and Retailers throughout Canada will find it PERFECT and a profitable seller.

Drop us a Postal Card for Particulars.

John Malcolm & Son

ST. GEORGE

ONT.

Imperial Evaporated Cream



Highest Quality Popular Seller Profit Yields

You Should Stock It

The Canadian Condensing Co.
 CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons,
 MONTREAL



WHY CARRY IN STOCK Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED.

NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

MONEY COUNTS especially when backed by quality such as is contained in every package of

“MELAGAMA” TEA

The **Public** have not been slow to appreciate our plan of sharing the profits with the consumer, still retaining a good profit for the grocer as is evidenced in the fact of our having more than doubled our output within the past six months. Are you getting your share of the best tea trade that's going, viz: **MELAGAMA?**

A Post Card will bring you a 60 or 100 lb. case assorted. We prepay freight. See last page of Grocer for quotations. In **Bulk Teas** we lead in the two essential points Quality and Price. Send for samples and close figures or see our travellers. We know we can please you because we have over one hundred lines to choose from.

MINTO BROS.

TORONTO

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,
Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Black-berries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

“The Can Without The Tap Hole”
“Bottom Like The Top”

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, . . . Ontario

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER

AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE

Norton Manufacturing Co.

HAMILTON

Those Who Wish to Rent or Hire

stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Advertisement Page of **THE CANADIAN GROCER**. It is the central office of the grocery, fruit, provision, canned goods and foodstuffs trade of Canada.

THE CANADIAN GROCER

We are offering an exceptionally good value in

CEYLON GREEN TEA

SEE OUR TRAVELLERS.

The Davidson & Hay Limited
WHOLESALE GROCERS, TORONTO

ST. LAWRENCE Granulated Sugar

Maintains its high standard of excellence.
This is proved by the following recent Government analysis:

Laboratory of Provincial Government Analyst

Montreal, February 22nd, 1909.

I HEREBY CERTIFY that I have drawn by my own hand ten samples of the St. Lawrence Sugar Refining Co.'s Extra STANDARD GRANULATED SUGAR, indiscriminately taken from four lots of about 150 barrels each and six lots of about 450 bags each. I have analyzed same and find them uniformly to contain 99-99/100 to 100 per cent. of pure cane sugar, with no impurities whatever.

(Signed)
MILTON L. HERSEY, M.Sc., LL.D.
Provincial Government Analyst.

The ST. LAWRENCE
Sugar Refining Company, Limited
Montreal

Redpath

Sugars of this well known brand are put up in packages of a size convenient for family use.

Extra Granulated - Bags 20 lbs.
Paris Lumps - Boxes about 5 lbs.

Equal to, if not better than, anything produced.

Ask your grocer for them and refuse substitutes.

Manufactured by
The
Canada Sugar Refining Co.,
Limited
MONTREAL

Prince of Wales Pure Extracts

This brand of extracts we are prepared to back on every occasion. Give it to your exacting customers, and note how well pleased they will be. All flavors in 2 oz., 2½ oz. and 4 oz. bottles.

S. H. EWING & SONS. Montreal and Toronto

Tartan
BRAND

SIGN OF PURITY

See our travellers. They have some good things up their sleeve or

PHONE 596

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers,

HAMILTON, ONT.

"Fish for Lenten Season"

*Barrels and half barrels Labradors
Half Barrels Sea Salmon
Kegs Lake Salmon
Kegs Lake Herring
Kitts Mackerel
Quintals Whole Cod
Cases and half cases Boned and Skinned Cod
Cod Steak In every shape
Specials in Salmon, Lobsters, Mackerel,
Sardines, etc., etc.*



**"Gentlemen,
It's Quality!"**

We Have the Goods—
They Are Right

and give you a sure and
large margin of profit

Twin Block Maple Sugar

(Per Case \$3.00.)

is more popular than ever as well as

Maple Cream Hearts

(18-lb. Pail, \$2.16.)

AND

Maple Buttons

(20-lb. Pail, \$2.00.)

Our catalogue gives full and detailed descrip-
tion of our Diamond Brand Specialties.

Sugars & Cannery Limited, - Montreal

**It sells
like Lightning**

Yes — CAMP sells just as you'd expect the
best Coffee Essence in the world would sell!

The Quality of the Coffee, combined
with the convincing advertisements
continually appearing in the press and
on the hoardings on its behalf, results in
'Camp' being half sold before you get it.

**CAMP
COFFEE**

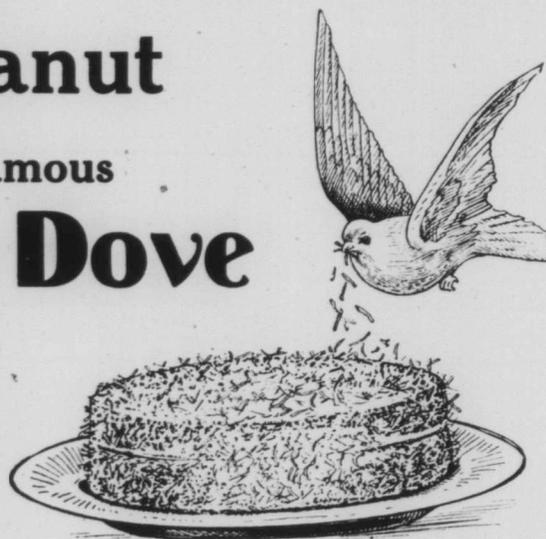
**If you have anything for sale which a Grocer or General Merchant
will be interested in, advertise it in our "Condensed Ad." column. It
will bring you good results.**

Canada's Leading Brand

Cocoanut

The Famous

White Dove



Never Varies
Always Uniform

Our Attractive
¼, ½ or 1-lb. package.

W. P. DOWNEY

MANUFACTURER

MONTREAL

WHAT LINE IN YOUR BUSINESS SHOWS THE GREATEST PROFIT ?

SPICES

WHAT LINE WILL IT PAY YOU TO PUSH ?

SPICES

DON'T FORGET THAT THERE ARE TWO KINDS

SPICES AND SPICES

ONE IS PURE ————— THE OTHER IS NOT

WE GUARANTEE EVERY POUND OF

"WHITE SWAN" SPICE

TO CONTAIN 16 PURE OUNCES

APPRECIATE THE POINT AND SEND US YOUR ORDERS

WHITE SWAN SPICES AND CEREALS LIMITED - TORONTO

CANADA'S GREATEST SPICE HOUSE



Our
gives w
deliciou
Re
outings
Th
Age
Age

When Building

Up a coffee trade, the best building material is

**CHASE & SANBORN'S
HIGH GRADE COFFEES**

THEY HAVE STOOD the TEST of TIME

CHASE & SANBORN MONTREAL
The Importers

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



Symington's

"Edinburgh"

Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.

Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their
well known lines of **Coffee,**
Cocoa, Chocolate

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

TEAS

We have the largest and best assorted stock of Teas in all lines of **Japan, Siftings, Fannings, Ceylon Green, Young Hyson, Gunpowders, and Black Teas**, and we are able to supply all the requirements of the trade.

We specially recommend the teas of "Princess Louise" and "Victoria" brands as unrivalled qualities for the money. We pay the freight on quantities of 200 lbs. or over in assorted lots or otherwise. **We defy any competition as to prices.**

Special Bargains

Here are a few real bargains upon which we call the early attention of the trade— **These fruits are in superb condition.**

1907 Crop

- 100 Half cases **Currants**, uncleaned, in boxes weighing about 80 lbs.
- 20 Barrels **Currants**, uncleaned, containing about 300 lbs. each.
- 50 Cases of **Shelled Walnuts**, containing about 55 lbs.
- 150 Cases of **Loose Dates**.

1908 Crop

- 500 Cases of **Pink Salmon** "Keystone," Tall tin.
- 150 Cases of **Mixed Pickles**, "Ozo," 16 oz. bottles, 4 doz. to the case.
- 100 Cases of **Catsup** "Ozo," pint bottles, 2 doz. to the case.

These goods are in the pink of condition and we offer them at exceptionally low prices. Get our prices.

Canned Goods "Soleil Brand"

We are now taking orders for **Canned Vegetables and Fruits** of the "**Soleil**" **Brand** for the 1909 crop.

Our Travellers are now on the road with price lists. Do not give your orders before seeing them. We have on hand a complete variety of all "**Soleil**" **Brand Canned Vegetables and Fruits**, 1908 crop. We invite you to buy now all you need for your requirements until the new crop is ready. We will sell you for immediate delivery or for shipment at the opening of navigation so that you may not miss a sale of these goods by being short of them.

For all information, prices, etc., write, phone or wire at our expense.

Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Liquors
Montreal



This I

Adams, R.
Allen, R.
Alison, G.
American
Anderson,
Anker-T.
Andrews,
Aylmer, C.

Baker, W.
Balfour, F.
Beams, W.
Benedict,
Bickle, J.
Bloomfield
Blue Ribb.
Borden, C.
Bradstreet
Brand & I.
Brayley, G.
Bristol, G.
Brophy, I.
Bryce, M.

Camp Co.
Campbell
Canada S.
Canadian
Canadian
Canadian
Carroll, F.
Carmand
Carmant
Carter, D.
Ceylon T.
Champion
Chase & I.
Christie,
Clare & I.
Clark, W.
Clawson, I.
Clowes, V.
Compuh
Connors
Constant
Cote, J.
Cowan, G.
Cox, J. &

Dalley, T.
Davidson



Triangle Extracts

Are now ready in all varieties and sizes,
unsurpassed in quality, attractive in price.

Samples and quotations on application.

James Turner & Co., Limited

Hamilton and Arnprior, Ont.

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Importance of Unity Among Merchants

H. C. Beckett's Address at the Regular Meeting of the Retail Grocers' Association of Hamilton—Advocates Co-operation Among the Trades to Have Formed an Internal Trade Commission—What Merchants' Neglect Has Resulted in—Hamilton Grocers Favor an Ontario Retail Grocers' Association—Division Court Act and Collection of Accounts Discussed.

Hamilton, March 11.—When the grocers of any town or city realize that in uniting together they not only have the social benefits and the good feeling that should exist among all men, but that they actually save money, then they should begin to think about a closer organization. By the formation of the Hamilton Retail Grocers' Association, the members of it are reaping benefits that in former years they would never have dreamed of possessing. Among these might be mentioned the abolition of the Christmas gift business and next the calendar which, to use the words of the famous Scotch singer Harry Lauder, "had become a perfect habit wi' them."

Looking at it in a broader sense, probably the fact that the grocers, though competitors, can now meet one another face to face in friendly intercourse and make each other understand that they are interested in the common welfare of all, might be considered of more importance than the pecuniary advantages obtained.

A Profitable Meeting.

Hamilton grocers meet once a month and last Thursday night was the meeting evening. The feature of it was an address by H. C. Beckett, of W. H. Gillard & Co., wholesale grocers, of this city. But the members talked over The Division Court Act, the collection of accounts, The Pharmacy Act and the proposal to form an Ontario retail grocers' association. The present meaning of The Division Court Act has proven very distasteful to merchants all over Ontario and something is expected from the present sitting of the legislature.

The idea of forming a provincial association met with much favor and President John Forth is a strong advocate of it. He promised that the executive would hold a meeting soon to discuss plans of procedure with a view to carrying out the proposal.

Have Strong Association.

Some forty members of the Hamilton Association, were in attendance at the meeting and many of them took part in the discussion. Ald John Forth, the president presided, and conducted the business in a systematic manner. That the association is growing was shown by the addition of some new members which is a regular occurrence at the meetings.

In the discussion on the law reform question J. A. McIntosh believed that something should be done by the association in this regard and he moved that a committee be appointed to take up the matter and determine what course to pursue. The committee named consisted of Jos. Kirkpatrick, Jno. O. Carpenter, J. A. McIntosh, Geo.

Cann, J. M. Semmens, the President, and the secretary, M. R. Hill.

An Ontario Organization.

The editor of the Canadian Grocer was present and on being called upon suggested to the Hamilton grocers the idea of forming a provincial retail grocers' association. He believed that the grocers of Ontario would then be in a position to command attention at the legislature and remedy some of the unfair trade conditions existing at present. Laws had been enacted, such as the Pharmacy Act, detrimental to the grocers and if they were only united in a body they could see to it that they secured their rights.

He suggested that a meeting of representatives from the Hamilton, London,



JOHN FORTH,

President of the Retail Grocers' Association, Advocates Forming of a Provincial Organization.

Toronto and other Grocers' Associations be called to discuss the course to take and that any grocer in Ontario be allowed to attend.

Action to be Taken.

The President strongly advocated the forming of an Ontario Association and stated that a meeting of the executive would be called soon to see what could be done.

"We have heretofore," he said, "been united chiefly for social benefits and it is time we should do more aggressive work. If we could join with other associations we would secure their ideas and be benefited."

The association was not existing in order that the consumer would be injured, and it had no serious intention against the wholesaler. The president then called upon H. C. Beckett for his address.

Existing Trade Conditions.

Mr. Beckett was pleased to have the opportunity to address the grocers and it occurred to him that nothing could be more beneficial to them than a discussion on existing trade conditions and suggestions as to their improvement. He spoke as follows:

It will be generally admitted by anyone of ordinary intelligence that manufacturers, wholesalers, retailers, and consumers, have a common interest in encouraging and building up the trade and commerce of this country along lines of mutual fair dealing that will provide a reasonable return for the capital invested and the service rendered.

Now, what progress are we making towards solving the many perplexing problems confronting the business men of to-day, and what are the difficulties we at present labor under?

That progress has been slow we must admit, and it is largely due to the fact that most of us have selfishly and foolishly imagined that we could succeed without each other's help.

Unity Means Education.

Self-interest has made us blind to the changed conditions of trade and the necessity for higher education in commercial economies.

The neglect of the trade in uniting to study trade conditions and prevent waste and wrong, is no doubt due in a large measure to the operation of our senseless and tyrannical combines' statutes. No greater bar to the commercial prosperity of our country was ever set up than when such legislation was enacted.

The enactment of such laws, the fact that they are still in force, the fact that there is not a lawyer from the Minister of Justice down who can interpret them, is convincing evidence that it has proved nothing more than a scheme to take thousands of dollars out of the pockets of honest business men in expensive court proceedings and at the same time enable our Government to make a grand stand play for the votes of the people by harassing the legitimate trade of this country. Political capital has been made by sacrificing the business man to party exigencies.

Business Heads Wanting.

That such an unsatisfactory state of commercial affairs is permitted to exist when other interests, viz., banking, insurance, municipal, railways, professions, trades, etc., have recognized and legalized rights, can only be accounted for because our members of Parliament

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as a rule, are not business men and have no opportunity of finding out the actual commercial needs of our country.

No machinery is at present available to hear the voice of the business man, and we drift along totally ignored, except to be regarded as guilty of a criminal act if two or more of us gather together and agree to some plan that will prevent loss of capital or offer some measure of protection against dishonest competition.

In conversation recently with a very prominent member of Parliament, a man of recognized ability, he frankly admitted that there should be a recognized system of order as between the manufacturer, wholesaler, retailer, and consumer, and that our commercial success depended upon safe-guarding all classes in the struggle for existence.

Daily Press Censured.

Having pointed out possible reasons for delay in united action, so far as the business man is concerned, let us look at the attitude of the press towards our manufacturing and commercial interests.

With few exceptions (and more power to the honest journalist) no effort is made to print truthful articles,—sensational articles, calculated to disturb the mind and to create unrest among the thinking masses,—that is about what we usually find.

Manufacturers are accused of combining,—wholesalers are accused of conspiring,—retailers are the victims of trade pirates, and the consumer is told and led to believe that he is being robbed. If such ideas prevail is it not time for investigation into trade matters by some tribunal absolutely free from party politics or influence?

What little attention has been given the business man in the past has been to view him with suspicion, and make it illegal for him to prevent waste and wrong. The business man's interests are sadly neglected by our legislators, and if we ever expect proper recognition it must be through our united efforts.

You must know that some members of Parliament and even cabinet ministers, hold absolutely absurd views about the operations of trade. You must know that some members of Parliament are on record as advocates of measures calculated to do much harm to the commercial needs of this country.

Harmful Legislation.

Is it not a fact that legislation is frequently introduced and sometimes becomes law, that is positively hurtful to legitimate business? The press, under present conditions, has a much greater influence with the politician than the business man has. Members of Parliament are all too easily led astray by the false statements of an irresponsible press, and consequently the business man has to contend with a serious menace. A news editor is liable to error. He is some times actuated by party bias: he frequently displays a woeful lack of knowledge on matters concerning trade, but writes with such positive assurance as to the correctness of his views that it carries conviction to the minds of people who let others do the thinking for them and who are all too ready to

forget that there are two sides to a question.

The trade are indebted to a few fair-minded news editors—men who are broad enough to realize the danger of roundly abusing and misrepresenting the efforts of fair-minded business men in their desire to develop the trade of the country on sound, commercial lines.

Banks and moneyed institutions are prospering and the very same men who congratulate the management on a successful and prosperous result of the year's operations, condemn and ridicule the idea of merchants and manufacturers putting their business on a reasonable and profit-paying basis. With such opposition our legislators have evidently been of the opinion that it is unwise, or perhaps to be more correct, it would be unpopular to consider any measure having for its object the betterment of those engaged in the great operations of trade throughout the country. We can hardly expect relief through the influence of the press, and it is no use quarrelling with the newspapers. To do that is to surely



H. C. BECKETT,

Who Delivered an Address to Hamilton Grocers on Existing Trade Conditions in Canada.

get the worst of it. It is generally the case at any rate.

My object is to give you one of the principal reasons why the business man's interests are not safe-guarded by our legislators. They get their knowledge of commercial affairs largely from the press and not from the men engaged in trade and commerce. They forget that men devoting their lives to the study of certain branches of trade should know something of the difficulties besetting that trade, and they are not practical enough to realize that we have at present no government machinery to enlighten them.

Have you any reason to believe and feel that the mercantile interests of this country are being properly safe-guarded and investigated?

No System Existing.

What business-like system have we in force now of getting at the truth in matters concerning our commercial needs. None that you know of. Is not the trade and commerce of this country of sufficient importance to warrant intelligent legislation?

Now, we cannot expect members of Parliament to attach importance to matters that to them seem unimportant. Our members of Parliament are not to blame. They are there to represent us, and our needs are supposed to be made known through them, but, as a rule, members of Parliament have no time to study the internal economies of the business interests of this country; it would be unreasonable to expect them to. We should, therefore, suggest to them some simple method of dealing with the matter.

It is true that representations have been made to some of our cabinet ministers, but the members of the House of Commons and Senate have heard very little about it. We cannot expect a minister to advocate the cause of something he cannot see the need of and does not understand, and so no interest is taken in our affairs.

In ten years there has been no legislation advancing mercantile interests, and in view of all the circumstances we can hardly wonder at it.

Merchants and manufacturers have quietly stood by while legislation advancing other interests has been going on from time to time. Our interests have been hampered and neglected because we have made no organized effort to bring about a reform.

The need of united effort is clear because as individuals, we can have but little influence. Organized effort means power, and agitation is the way to redress.

As business men, we are neglecting our interests. We have been too much inclined to let matters drift; the changed conditions of trade have not been fully realized, and it may not yet be clear to some that there is cause for intelligent, keen interest and united action.

A General Organization Needed.

If we have reasons for uniting and those reasons are just, let us do something that may bring results. Let us advocate improvement along practical lines.

Our first duty is to get at the true state of commercial conditions. We should commence by every one of us making it his special business to interest our members in advocating the appointment of a commission of internal trade and commerce—a tribunal absolutely free from party politics—composed of men of exceptional qualifications. It is our only remedy to the discreditable, unfair, and unsatisfactory treatment of the business man.

A scientific study of the trade and commerce conditions of this country is as much a necessity as the recognition of trade unions. Trade is interdepend-

ent and if manufacturers and merchants are up against unfair conditions it reacts upon the employe.

We cannot expect our members of Parliament to study trade conditions. The task would be impossible. It must be done by men free from party influence. Their effort would be to so study trade conditions that their knowledge would enable them to recommend and decide upon methods calculated to safe-guard our internal commercial interests.

Members of Parliament would then have a reliable source of information. A permanent commission would be the business man's protection against waste and wrong consequent upon senseless and ruinous competition. Those engaged in trade would receive proper recognition. Such a tribunal would investigate trade conditions—business men would have an opportunity to be heard, and the business interests of this country would be less likely to suffer or be sacrificed for political or private ends.

When members of Parliament have not the opportunity, as a rule, of practical business experience, their judgment in such matters is usually more theoretical than practical. Practical experience in business frequently completely upsets theory.

There are many dishonest practices in business as investigation will prove. Up-to-date methods would result in the establishment of a commercial code that would not only protect honorable business men but would have a beneficial, educational, and good moral influence on the thought and conduct of the younger generation now growing up, and who will soon be taking part in the commercial future of our nation. We should think of this and endeavor to bring the boys up in a good moral, commercial atmosphere. Do not let our commercial internal affairs drift along in the expectation that in some mysterious way our needs will be provided for. Let us be practical and realize that it is only through our own efforts we can hope to receive proper recognition.

Ethics in Business.

You have heard men say it is impossible to conduct business profitably and do it honestly. Why do men say that? Why do they think so? Because they believe it is a hopeless task to raise the standard of ethics in business. I do not believe it is hopeless. I believe in keeping at it in spite of half-hearted assistance and malicious misrepresentation. Have faith in the belief that we will succeed in a just cause, as no fair or reasonable arguments can be advanced why our commercial interests must continue to be treated so lightly and indifferently. United action, co-operation, and a greater interest in trade associations will attract attention.

We take it that good government should protect the rights of its citizens in all branches of trade. If trade conditions are bad and merchants and manufacturers are suffering by reason of dishonest practices, unfair and sense-

less competition, all classes of the community suffer.

Trade being artificial, the success of the working man, the artisan, the merchant, the manufacturer is interdependent. If our manufacturing and mercantile interests are suffering the result is far-reaching enough to affect other classes of the community.

It must be clear, therefore, that with a proper solution and understanding there should be no antagonism between labor and capital if the interests of all are safe-guarded by a government tribunal free from politics.

No doubt the present law relating to combines became operative because it was thought that manufacturers and merchants would go beyond reasonable bounds and invade the people's rights. The effect of the law, however, has in many cases resulted in great loss of capital on the one hand, and monopoly on the other. No general good has been accomplished by it; on the contrary, much harm has resulted and the people it intended to benefit have suffered in consequence.

Internal Needs Sacrificed.

The Department of Trade and Commerce is useless so far as being of any benefit to the internal commercial needs of our country is concerned. It is apparently a department for gathering statistics of imports and exports, and looking after foreign trade. It knows nothing of internal trade. We are in sore need of government methods along progressive lines, and it would be interesting to know the cause of delay.

The business man comes in contact with trade conditions in a practical way and, therefore, there should be some practical recognized method by which the business man could make known to our legislators the real and actual conditions of trade.

Trade Associations.

We could then look for the adoption of methods that would be of real benefit to the trade of this country. One of the first moves should be the recognition by the Government of trade associations.

These collective thinking machines, easy to get at, would be available to the government in helping to solve the problems which continually arise in the changed conditions of trade, and be a means of keeping in touch with the business conditions of the country. The Government should take immediate steps to get a complete list of all trade associations and the names of their officers. When new Bills are introduced, at the first reading copies should be sent to all the accredited representatives of trade associations in Canada and to the Boards of Trade throughout Canada. Such a plan is not unreasonable or difficult to carry out. At present there is no method or regulation of keeping the trade informed.

While there has been a hesitancy on the part of some people to support any active effort of co-operation, the spirit of it is in the air, and as we get older

and study conditions under which we exist, we realize there is a reason for it.

Force of United Action.

The power and importance of co-operation and united action in trade matters has been under-estimated. It is not yet fully realized that it is a work absolutely necessary to promote healthy and honorable trade conditions.

The interests of the mechanic, merchant, and manufacturer, if properly understood, are not antagonistic, but the trouble is there is practically no effort made to study and solve the problems of business that concern us, and people are inclined to hold prejudiced views.

My purpose in this talk is to create discussion. I have not told you anything you do not already know, but I have endeavored to put before you in concise and condensed form the things you do know but are apt to overlook.

The Address Appreciated.

John O. Carpenter moved a vote of thanks to Mr. Beckett for his admirable address and in seconding the motion Jos. Kirkpatrick referred to the highly educative character of it. He thought that the most active committee in any grocers' association should be the Legislative Committee whose duty it would be to present the views of the association to the representatives of parliament. We should unite, he said, and place in parliament the men whom we want but as it is, its a case of "erit" or "tory." Until that spirit is eliminated we can do little.

The president referred to Mr. Beckett's address as the "best" he had ever given the Association, and extended the thanks of the Association to him. In acknowledging them Mr. Beckett referred to the part politics plays in trade matters. "Party politics is the curse of the whole thing nowadays," he remarked. "We can't have things much worse than they are and we have a chance to better them." Some ideas of cabinet ministers were simply ridiculous and he again strongly advocated the formation of the trade commission.

The Co-operative Scheme.

Mr. McIntosh agreed with the idea of the formation of such a commission and in the course of his remarks referred to the Co-operative Bill which recently had passed the House of Commons, but was thrown out in the Senate. Wherever these concerns were introduced it was simply impossible for merchants to do business and if the grocers could have gone to the House of Commons when they were considering the bill he did not believe it would have been allowed to go through.

"There is no reason why a grocer's association in Canada should not be one of the strongest of associations," added Mr. McIntosh.

In speaking of a method of collecting accounts he thought the simplest way through the police court.

Mr. Carpenter also eulogized Mr. Beckett's address. "There is no question," he said, "that we could do much better if we were organized in a large body."

Reads From the Grocer.

E. Levland was pleased to think that some definite action would be taken to

EASTER AND THOUGHTS OF EGGS

Season Arrives for the Display of Easter Eggs in Grocers' Windows—The Lily Lends an Additional Attraction—Quantity Catches the Eye.

Now is the time when the minds of grocers turn to thoughts of the Easter trade and when seasonable window dressing becomes a very live topic between proprietor and clerk.

For ages the arrival of Good Friday and the Easter time has always been associated with eggs and every grocer who has been in the trade for a year must know that his stock of eggs will be in big demand in a couple of week's time.

Old eggs have been pretty well gotten rid of and by the coming of Easter week the good fresh variety should command attention. Everybody seems to want eggs then, and who has not seen the household, the members of which vie with one another to see who can consume the greater number? At Easter, too, most people want good fresh

are heaped up around it give the desired effect.

Fresh Eggs for the Window.

Care should be taken by the window dresser to see that none but fresh eggs are used in the display. If there is any sign to show that they are tainted, the prospective buyer will pass by. They must have a good appearance before they will sell.

There are, of course, scores of other methods by which Easter windows may be dressed and the ingenuity of the dresser has a wide range in which to operate.

HINTS TO BUYERS.

The firm of Laporte, Martin & Co., Ltd., Montreal, are out with cut rate

remedy the conditions existing in the retail trade.

"There is no doubt things are passed in parliament detrimental to retailers," he said, "and I think the retail grocers of Ontario should organize. In case questions arose in parliament affecting the retail grocers, the association should send a committee to give our views on the question. The labor men have unions and I think the grocers should too. There shouldn't be one grocer in the city of Hamilton not a member of the Association, because there are so many things arise which are to our own benefits."

Speaking of the collecting of accounts and the dead-beat problem Mr. Leyland commented on the article which appeared in the Grocer of a few weeks ago on "How Guelph Merchants Collect Bad Debts." He read the article in its entirety and remarked that the sooner the grocers get such a practical scheme, the better it will be for them.

"We've got to get right down to the black-list and you can do it if you will, just like the coal merchants of Hamilton."

Mr. Cann favored more harmony between wholesaler and retailer, and pointed some changes he considered might be brought about.

W. N. Warburton, formerly a railroad man and now a grocer, considered the idea of forming a trade commission somewhat similar to the railway commission was a good one.

Ready-Made Foods.

Secretary M. R. Hill in a strong address, humorous but probably serious, condemned the use in the homes of so many "hand-me-down, ready-made foods" which he maintained were growing in consumption. He attributed their rise to the indifference of wives who "were sent into the world to become helpmates," but instead had "made monkeys out of men." They were becoming "culinary desperates," he said. He concluded by telling a lemonade story, the lemonade in which was made from a preparation in a bottle and not from the lemon itself and by a woman too. "Either they don't know enough, or they're getting too lazy to squeeze lemons," he jocularly remarked.

Before closing the meeting the President thanked all who had assisted and urged them to put more effort into the work in the future.

"If we observed more closely the articles in The Canadian Grocer," he said "it would be better for us. We should get the ideas of others and one of the things we need more than anything else is to trust one another."

Debate for Next Meeting.

The Hamilton association certainly intend to work in the future. At the next meeting a debate will be held on the subject, "Is the cash system detrimental to the retail grocer?"

A. McIntosh will at the same meeting read a paper on "Canned Foods," so that a profitable time is anticipated.

Ernie E. Lyons has opened a new grocery store at Canning, N.S. He also intends carrying a line of meats.



An Easter Egg Window Dressed by W. H. Fielding, Guelph, Ont.

eggs, and a good display showing these is certainly a splendid advertisement.

Varieties of Displays.

The dressing of a window with eggs is a work that is not difficult for the grocer to perform. A simple display attracting attention is the best result desired. The illustration on this page shows one idea that can be put into practice with little expense.

Associated with Easter, there is the Easter lily as well as the good and the window dresser who made the display has combined the two with effect. There are few human beings who do not admire flowers and the Easter lily is a particularly attractive one. The eggs as shown in the picture are not restricted so far as quantity is concerned. This was done with the idea that quantity is a big issue in so many households on an Easter Sunday. They are usually placed on the table morning, noon and night. The flower-pot imbedded in the eggs which

prices on currants, shelled walnuts and dates of the 1907 crop, in perfect condition, which should draw the immediate attention of all shrewd buyers. Special bargains are also offered in "Keystone" canned white salmon, "Ozo" pickles and catsup. The canned fruits and vegetables of the celebrated "Soleil" Brand of the 1908 crop are in full supply and should be ordered now for immediate or future delivery. Import orders are booked now for the 1909 crop. Special values are also offered in all varieties of teas, especially those of the "Princess Louise" and "Victoria" brands.—adv.

J. H. More, general merchant, Tyvan, Sask., is selling out.

The salesman who allows his own feelings to prevent him from being courteous and patient with customers has much to learn. To be successful with others, any man must put self into the background.

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AN ONTARIO ORGANIZATION.

Hamilton grocers are keen on the organization of an Ontario Retail Grocers' Association. At their regular meeting on Thursday night of last week, a report of which appears elsewhere in this issue, an address was given by H. C. Beckett, pointing out what the merchants of Canada have lost by not being united. He declared that legislation had been frequently introduced and sometimes became law harmful to legitimate business, and attributed the cause to the fact that business heads were lacking in parliament, and that there was no co-operation among the merchants and manufacturers.

"The need of united effort is clear," he said, "because as individuals we can have but little influence. Organized effort means power, and agitation is the way to redress. As business men we are neglecting our interests. We have been too much inclined to let matters drift; the changed conditions of trade have not been fully realized, and it may not yet be clear to some that there is cause for intelligent, keen interest and united action."

Mr. Beckett in those statements illustrates the importance of grocers getting together, not to the disadvantage of the consumer at all, but that they might obtain the benefits from legislation that rightfully belong to them. In addition to that, as President John Forth remarked, a provincial unity of the trade

means the exchange of ideas among the different grocers which should be of untold benefit. The Hamilton members of the trade realize the advantages they have gained from their city organization and recognize what could be obtained if the representatives of the trade in Ontario were joined together in one big association.

In the course of his remarks, Joseph Kirkpatrick referred to the Co-operative Bill, which passed the House of Commons, but which was thrown out by the Senate. He declared that if the grocers had been united and represented the matter fairly to the House, it would never have passed it. E. Leyland also advised the formation of an Ontario Association in order that the views of the trade might be impressed upon Parliament in case legislation affecting them came up for discussion.

So far as can be learned the various grocers' associations in the province who have tasted of the benefits derived from their individual organizations, are desirous of seeing the members of the trade united under a common head for the common good of all.

INJUSTICE TO CANADA.

It is a peculiar fact that the Meat Inspection Act in Canada permits of meats being prepared for the Canadian consumer without undergoing inspection, whereas all meat that is exported must pass the critical eyes of the inspectors. The act was passed with a view to raising the standard of the Canadian product in the competition markets of the world, but it has not provided for the Canadian people themselves. It means that meat regardless of its quality can be left at home for consumption, while the choicest is sent out of the country.

This does not seem fair to the Canadian consumer, who has to take what is left. The fault must lie with the men who made the law necessitating that inspectors be appointed to see to the quality of the meat going out of the country and not looking after that which is consumed here.

CONFECTIONERY NECESSARY.

Correspondence from various representatives of The Grocer continue to show that the members of the trade are very much interested in the sale of confectionery. Each week grocers are adding to their store equipment silent salesmen for the display of fancy confectionery and the trade in this department is represented as profitable when it is carefully looked after and besides, the addition of a handsome show case lends an additional attractive appearance to any store interior.

Many of the high-class grocery stores are dealing in the best of confectionery and they claim this department has become a part of their business which they could not very well give up.

BOOST THE BOARD OF TRADE.

The importance of a Board of Trade in any town or city cannot be too highly spoken of and it should be the duty of every grocer to take an interest in its welfare and assist it in every possible way. It is a regrettable fact that merchants in many cases do not appear to realize the importance and necessity of their being identified with the Board of Trade. It is certainly displeasing to a merchant to learn that citizens of his own town are doing their trading at a distance, and that instead of buying from him or a home merchant in some other line, they are spending their money elsewhere. This being true, should not every merchant who looks to his own town for support, take off his coat, figuratively speaking, and put his shoulder to the wheel of progress?

There is an old saying, don't knock a boost. The merchant who does not take an active part in work calculated to advance the affairs of his own town is indirectly neglecting his own business for the greater advancement made by his town, the greater will be his volume of business. There are many ways in which grocers and other merchants in general can assist in this work. They should always talk up the town in which they live and identify themselves with all movements that are deserving of their support, for it is a well-known fact that the people like to go to the busiest and most-talked-of places and an increase in population spells more business for the merchant.

THE PLAGUE OF TRAVELERS.

In a recent issue of The Grocer editorial comment was made on the subject of the treatment meted out to travelers by some buyers for wholesale houses. That this petty spirit of inconsideration of others is not confined to Canada is shown by the following paragraph published in a late number of an English trade magazine:

"A business friend in a London suburb complains to me," says the writer, "of the serious amount of time he has to spend each day in seeing travelers. I sympathize with him, and wish many others in like case. The grievance is admitted. Travelers are a necessary evil, and therefore the only thing to do is to arrange a limited number of days and hours on which to see them. In some large establishments travelers are only allowed to interview buyers on two hours of two days in the week.

This is, to my thinking, too drastic a rule for general adoption, but it ought not to be difficult to arrange for a certain part of each day from Monday to Friday to be set apart for the purpose. Furthermore, some merchants allotted the morning and others the afternoon for calls the time and convenience of the sellers, as well as the buyers, might be met. The main thing, however, is to have an appointed time and stick to it. By management and the careful handling of callers quite a number can usually be seen in an hour, but if both buyer and seller want to talk interminably the entire day will be too short for the purpose."

The idea suggested of having a certain part of each day set apart for seeing travelers is a good one, and was advocated in *The Grocer* in its recent editorial. Saturday, of course, being a short day, is devoted entirely to business by the buyers. All travelers will respect and do at present respect that rule.

Such a system would not be new in Canada. One of the large wholesale grocery firms in Montreal has a similar plan which works splendidly and is fair to all. The firm recognizes, of course, the necessity of doing business with the broker and manufacturing agent, and a time is set apart—between ten and twelve o'clock each day—for these men to call. The first come is first served and none can object to this rule. They know exactly when to find the man they desire to see, and they always see him and are satisfied. But the idea of having a broker or manufacturer's agent delayed for an hour or more by the wholesaler cannot at all be justified.

WINTER ON THE WANE.

From the prospects at present the backbone of winter appears to be broken. We may yet, however, experience one or two frosty days, which may have a damaging effect on the fruit trees in some quarters, but up to the present reports indicate that they have not been very seriously affected.

Correspondence from Calgary in this issue states that the farmers in southern Alberta were contemplating beginning the spring operations next week, which shows that spring in that district is at hand.

In another column it is stated that the fruit trees in western Ontario have gone through the winter in good condition and with little damage, so that unless very unfavorable weather intervenes, the trees will not be damaged.

Speaking of the strawberry outlook in Prince Edward and neighboring counties, S. Edgar Master, of the Farmers' Canning Co., Bloomfield, Ont., was inclined to believe that the absence of

snow for a considerable period during the winter would be harmful. He only spoke for the section in which he lived and not for the Niagara peninsula, which was the great strawberry-producing district in Ontario.

KNOW YOUR GOODS.

The attention of the retail trade is especially directed to the encyclopaedia the *Grocer* is running from week to week. The information on the articles referred to in this department is carefully selected and can be relied upon. Every grocer should make it a point to know everything there is to know about the goods he sells and there is no better way to do this than through the encyclopaedia of the *Canadian Grocer*.

Our advice to retailers is to cut these articles out each week and paste them in a specially prepared scrap-book. At the end of one year, a perfect encyclopaedia covering fifty-two varieties of goods sold by grocers will be in type. This will certainly be a valuable asset of any grocer and it doesn't cost him five cents.

PROMPT DELIVERIES.

Perhaps there is nothing in the grocery business which insures success so quickly as prompt deliveries. Numberless times a woman wants something which she has forgotten to order, in the regular way and invariably she will call up the grocer, whom she knows will be prompt in his delivery. In the smaller towns, very frequently, the man who is out hustling for orders is given one on the provision that he delivers it to the customer in time for her to prepare the midday or evening meal. If he fails to do this, he probably gets no further orders, whereas if he accomplishes the task his business in this quarter will increase. When an order-taker is making his rounds, he can judge the time necessary after he telephones in his orders to the store, then, of course, it rests with the store to get the goods put up and out on time.

Unless some special arrangement is made, these spasmodic rushes are liable to lead to disastrous confusion, but by assigning certain clerks to attend to the hurry-up calls, the matter can be accomplished quite easily. There are to-day thousands of women ordering groceries from certain stores for the sole reason that they get their goods on time. Nothing ruffles the calm of a woman so much as having to postpone her meals, owing to delay in arrival of her goods. She does not mind little discrepancies in quality nearly as much because it does

not to such an extent disrupt the usual routine of her work, as does the complete absence of her goods.

All practical grocers who have taken orders and then delivered those orders themselves, know this fact: The things which a woman can say regarding the delay is sufficient to impress the importance of prompt delivery upon the memory in a lasting way. In some cases it pays to keep a boy specially to run with small orders that are wanted in a hurry. In any case to establish a reputation for prompt deliveries requires a good store organization and the proper assignment of duties, so at rush times confusion will not prevail.

MAIL ORDER CANVASSERS.

A Chicago catalogue house has organized a school of instruction for canvassers, and it is said, twelve hundred young men and ladies are to be divided up into small parties and sent into different sections. Their mission will be to visit every farmer, explain how to order by mail, and try and secure an order which it is expected will pay the expenses of this new venture.

Most likely these people will first visit the retail stores and make some purchases, procuring the merchants' sales-slip to clinch the argument they will use in comparing his goods with those sold by the catalog house. They will secure a list of future wants and try to fill them by sending special letters and circulars.

This is a new move by the enemy which retailers must prepare for and guard against. Are you ready to meet it? Have you any plan to suggest? Watch your territory. If these trained, smooth-tongued solicitors make a success in the Western States they can be looked for in Canada before long.

The only hope for the retailer is in trade organization. By acting unitedly the local spirit of country publishers and property owners can be appealed to, but acting as individual units the modern Juggernaut will soon crush out opposition.

BUSINESS MAXIMS.

By Plato, Jr.

He who does not like printer's ink has not much of an eye for business.

Trade evils begin to scatter when business men get their heads together.

Price-cutting always wounds business.

Business is seldom active with machine merchants.

Merchants should keep up their courage if they would keep up their business.

The Toronto Co-operative Society Fails

Doors Locked in Both Their Stores—Where is the General Manager?—Shareholders Left With the Business on Their Hands—The Money Invested Cannot be Accounted for—Many Widows Among the Stockholders—Loose Methods Seem to Have Been Used.

Time brings forth many changes and among the most recent of special interest to the retail trade is the failure of the Toronto Co-operative Equitable Society, which has recently been announced.

Readers of The Grocer are by this time familiar at least with a similar concern, but the Toronto which is dealt with especially on this page, may be new to many. It has, however, been operated along similar lines as the Dominion Co-operative Association, although they are not in anyway connected, and is just as detrimental to the retail grocery trade in the vicinity in which its stores are located.

From information that can be gathered from shareholders about this Equitable Society, it is shown that its stores were closed on Saturday night Feb. 27. The stockholders blame the promoters of the affair and are probably the "sorest bunch" of people in Toronto city. The company, they say, has failed, the promoters or some of them, they declare, have their money and nothing is left them but the stores themselves and a small amount of goods. These shareholders are principally of English and Scotch descent, and who have recently come to Canada. They haven't very much money to spare and the loss of from twenty-five to seventy-five dollars means a great deal to them.

Question Without Answer.

One of the burning questions among these people is, Where is Samuel Grimason. He, they state, was the general manager of the concern and the man who seemed to be more directly interested in it than any other—at one time. But, where is he now? To this question none of these poor shareholders who were interviewed could give a positive answer. Samuel Grimason was their idol a twelve-month ago, about the time the organization of the Toronto Co-operative Equitable Society was under contemplation, but to-day, where is he, and where has the money of the shareholders gone?

History of the Society.

The success of the Society is by no means written down in the pages of any history. Its career has been short-lived. About nine or ten months ago the store at the corner of Dovercourt Road and Main St. was established. To-day, with its doors locked and window blinds down, it presents a desolate picture indeed. The other store, at 74 Dundas St., West Toronto, was established about five

months ago. Later it was gutted by fire—and insurance received—and to-day it, too, presents a desolate appearance.

The company is said to have had some six hundred shareholders. The price of each share was placed at first at two dollars with the understanding that it would advance later and no person was to be allowed to hold more than twenty-five shares. Some of the stock has not been paid up and those who have taken it are now in a quandary as to whether they will have to hand over the balance or not.

Loose Methods Employed.

W. R. Cowan, clerk in Klees meat market, Yonge St., knows considerable about the concern. He states that for two weeks he was employed in the Dovercourt and Main store, but that he was very glad to "wash his hands clear" of the whole thing at the end of the fortnight.

"They wanted me to go up and run their store for them," he told The Grocer, "and I consented on the grounds that they would meet their accounts and that I should do the buying. They fulfilled their promises in neither case. They wouldn't allow me to look at their books and they wanted me to put \$200 into the company. I told them I was too old for that game."

Sunday Meeting Held.

Continuing, Mr. Cowan said: "I tried to make it appear that I would be glad to get out and on a Sunday they held a special meeting. I got my walking ticket on Monday and left—the notice was signed by Chas. Haggart, the then president, who afterwards would not admit to me that he sent it when I had his own signature to it."

Mr. Cowan produced the notice which was signed by Chas. Haggart and which bore the laconic message: "From date your services are no longer required. Please note."

"According to what I saw," said Mr. Cowan, "the liabilities were quite a bit over the assets. It seems to me they—the promoters—divided the money among themselves. They used to take in a lot of money, too, and the business was strictly cash."

General Meeting Called.

The business of the Society was apparently drifting into a bad state and about three or more weeks ago, a general meeting was called at the Occident Masonic Hall. The stockholders, or at least the majority of them who were not conversant with the existing conditions,

were there and, it is said, passively agreed at the suggestion of some of the officials to take over the business of the Society. They were offered and accepted the entire control of the business so that now the former promoters and officers have nothing to do with it.

Another meeting was held on Thursday night, March 4, but it was attended by shareholders only. The others were absent.

Among the stockholders are a number of widows residing in the districts where the stores are located and as can be expected, they are highly indignant over the turn affairs have taken.

Lucky Picton Farmers.

It begins to look as if the Picton farmers, who at one time appeared so anxious to organize a similar concern in their town, will be now extremely glad they have their hard-earned cash in the banks and not in a Picton Co-operative store "where they buy their goods cheaper and are sure of obtaining six per cent. on their money." It does not seem probable that these stores are going to meet with brilliant futures in Canada according to their past history, as it is not likely people will trust their money in concerns that only live a year and hold such reputations as the high-sounding Toronto Co-operative Equitable Society has been represented to possess.

J. P. Langley, McKinnon Building, Toronto, is the assignee and tenders are now being called for the stock, furniture, wagons, etc., of both the stores. At the Dovercourt and Main store the total amounts to \$1,444.68, and at the other \$476.51. The society is now known as the "Estate of Toronto Co-operative Equitable Society, Limited." T. Parker was the last president of the concern.

A SUDDEN CHANGE.

Did you ever notice, as day by day,
You meet your grocer upon the way,
How he changes tone and alters his look,
To fit your account upon his books?
If the bills have run but a little while,
He meets your nod with a smuggy smile,
But if for days no cash you send,
His neck is stiff—it will not bend.
This morning my grocer sang
"Hello"
And spoke my name! 'Twas such a
blow
I staggered a bit, but soon understood
Why he was in such a cordial mood
The day before, by force of will
I had managed to pay my grocer's bill

The Business Man and Law Reform Bill

How the Merchants of Ontario Will Benefit by the Provisions of the New Measure—The Wider Jurisdiction of County Courts as Proposed and as it is To-day—Curtailement of the Number of Appeals—The Contract System Between Client and Lawyer as to Costs Sanctioned—Other Features of the Bill.

As long as law governs all men are subject to it. They cannot get away from its provisions much as they would like to, owing to its costly character, vexatious proceedings, tedious delays, irritating appeals and uncertain results. The trouble hitherto has been that many a business man has chafed under a palpable injustice or silently suffered gross wrong because he did not care to rush into litigation. In the first place, he had no definite idea where an action once begun, would terminate, and in the second place, the expense involved is of such an uncertain nature that the costs of the court, not to speak of solicitor's fees, have financially crippled many an otherwise prosperous and peaceful citizen, who has sought to keep out, of, but has been drawn into, the legal maelstrom.

Reforms are frequently agitated for years before they are realized, but, after public attention and interest have been aroused and various associations have taken up the matter, a law relief measure has at last been introduced in the Ontario Legislature by Hon. J. J. Foy, Attorney-General. The bill has not been printed as yet and will not be specifically discussed and its various details considered in the House until it comes up for its second reading.

It is, however, only natural that any reform of the law which promises to curtail appeals and legalize legal business with a consequent lessening of lawyers' costs, should receive criticism from at least a portion of the legal fraternity. The measure introduced by Mr. Foy, on the other hand, ought to be that much more valuable from the ordinary litigants' standpoint. So far as at present understood, it should produce a simplification of the law that is highly desirable.

Four Main Features.

Stripped of their legal phraseology the main features of the bill are:

The abolition of appeals to the present divisional court.

Limitation of appeals to Privy Council.

Increased jurisdiction for county and district courts.

Contracts between solicitors and clients made possible.

Two branches of supreme court of judicature established to embrace divisional courts.

The question naturally arises what benefit or advantage will the proposed alterations be to business men.

Mr. Foy, the accredited framer of the document, was seen by a representative of *The Grocer*. The Attorney-General said that he had been an exceptionally busy man with the measure and had been besieged by so many interests, legal and otherwise, that he was not able to partake of his meals without interruption. He added that he had not a

word to say in defence or criticism of the bill and would offer nothing in the line of comment until it came up for its second reading. Mr. Foy firmly, but politely, declined to state whether or not it would afford relief to merchants who may find it necessary to go into the law courts.

No Division Court Changes.

There is no change made in the Division Court, and its powers remain the same. These are: (a) All personal actions where the amount claimed does not exceed \$60. (b) In any personal action if all the parties consent thereto in writing and the amount claimed does not exceed \$100. (c) All claims and demands of debt account or breach of contract or covenant or money demand, whether payable in money or otherwise, where the amount or balance claimed does not exceed \$100. (d) All claims for the recovery of a debt or money demand the amount or balance of which does not exceed \$200, where the amount or original amount of the claim is ascertained by the signature of the defendant (or of the person whom as executor or administrator the defendant represents). The accrued interest upon any such claim is also included.

The Retail Hardware Dealers' Association is seeking an amendment to the present act, whereby accounts under \$25 may be collected by garnishment and accounts under \$10 may be collectable before a magistrate. Mr. Foy has promised to give the request careful consideration.

Section 180, Chap. 60, R.S.O., 1897, now says: "No debt due or accruing to a mechanic, workman, laborer, servant, clerk, or employe, for, or in respect of, his wages or salary, shall be liable to seizure or attachment under this act or any other act relating to the attachment or garnishment of debts, unless the debt exceeds the sum of \$25, and then only to the extent of the excess."

Section 181 reads: "Nothing in the next preceding section contained shall apply to any case where the debt has been contracted for board or lodging, and in the opinion of the judge, the exemption of \$25 is not necessary for the support and maintenance of the debtor's family, or where the debtor is an unmarried person having no family depending on him for support, and the debt was contracted on or after the 23rd day of March, 1889."

County Court Powers.

The jurisdiction of the county courts has been greatly extended and under the terms of the new bill county and district judges will have a great deal to do. Their positions will be much more responsible and their duties more onerous. This is a change, which, in the opinion of many, will benefit the business man and, while the advances are

not as great as some may have desired, still a half a loaf is better than no bread.

The changes in brief are:

In all causes and actions relating to debt, covenant and contract, to \$600, where the amount is liquidated or ascertained as being due, by the act of the parties or by the signature of the defendant. The amendment raises the amount to \$800.

Personal actions, except actions for criminal conversion, libel or slander, up to \$200. This sum has been raised to \$500.

Trespass or injury to land where the value of the land is not over \$200. The amendment makes the sum read \$500.

Actions of replevin or for the recovery of property, real or personal, where the value of the goods or effects distrained, taken or retained does not exceed \$200. The amendment raises this figure to \$500.

In sale or foreclosure proceedings up to \$200; now changed to \$500.

Partnership actions where the capital involved does not exceed \$1,000. This is raised to \$2,000.

Legacies and interest up to \$200, where the value of the estate does not exceed \$1,000. These figures are altered to \$500 and \$2,000, respectively.

All other actions for equitable relief where the sum does not exceed \$200. This is made to read \$500.

Creditors' claims not over \$400 will henceforth rank as \$500 in amount.

Lessening Number of Appeals.

The number of appeals is also discouraged and the intention and spirit of the act is evidently to obviate a too often ruinous proceeding to the loser. The sum is elevated from \$1,000 to \$10,000 on which appeal may be made in the Judicial Committee of the Privy Council, except where constitutional or other highly important points are at issue.

In plain language the amendment on this phase of the matter says:

"Appeal by right to the Privy Council is abolished, and leave to appeal granted by his Majesty is also abolished except where some constitutional matter is concerned, where the matter in controversy exceeds \$10,000 in value exclusive of costs, where the questions involved affect rights or interests of such magnitude or importance as to warrant an appeal and the Divisional Court so certifies, and where the liberty of the subject is involved. In other words, the amount upon which appeal can be taken is increased from \$1,000 to \$10,000.

Court of Two Branches.

The divisions and Divisional courts of the present High Court of the province are also abolished and in their place are established two branches or divi-

sions of the Supreme Court, to be known respectively as the Appellate and Supreme division of the High Court. The Court of Appeal hereafter will be known as the Appellate division, and the bill states that this division is not to be known as a new court, but only as a division of the Court of Appeal. The High Court is to be known as the High Court division of the Supreme Court, and shall not be regarded as a new court.

All jurisdiction power and authority now vested in the Court of Appeal or Divisional Court shall be vested in the Appellate division and there shall be as many divisions of this as shall be necessary to dispose of business.

Neither the Chief Justice nor any of the present judges of the Court of Appeal shall without his consent be arraigned to any duty except sitting on appeals.

Appeals to the Appellate Court may be heard by four judges, except as to controverted election appeals under the criminal code.

A high criminal court will sit in Toronto monthly except during vacation giving ten sittings a year instead of four, thus facilitating the clearing away of criminal business.

Contracts With Lawyers.

Many a business man has been deterred from prosecuting a just claim on entering an action in defence of his rights as, with the way opened for so many appeals and the unknown costs of the court, especially of lawyers—he had no idea of what the outlay would be. The probable expense has held him in check. Under the new measure it is permissible for a client to enter into a contract with a lawyer whereby a case will be carried on for a fixed sum so that the former will enter litigation with his eyes open and know at the outset what a case will cost. Some lawyers strenuously object to this provision and say that, although the practice is in operation in certain states in the Union that it cheapens the profession. Mr. Foy's amendment, however, declares that no solicitor may purchase an interest in his client's action. This is simply the re-enactment of the present law to prohibit the taking up by solicitors of cases on speculation.

The provision in the new act sets forth that, subject to sections 30-46 of the Act a solicitor may make an agreement in writing with his client stating the sum the latter is to pay him for his services in lump sum, salary, or otherwise. Where, however, the solicitor serves his client in any but the Division Court the sum he shall receive for his services shall first be allowed by the taxing officer, should the taxing officer consider the amount unfair he shall have authority to submit it to a judge who may reduce it as he thinks proper and tax the costs in the usual way.

The solicitor is limited to the amount mentioned in the agreement, and this agreement does not free him from liability for negligence or improper conduct during litigation.

No formal action shall be brought on such an agreement, but summary application may be made to a judge who, if he thinks it fair, shall allow it, if not may declare it void.

This measure will it is said, aid litigation as by reason of it the lawyer and client will know exactly where they are at. The contract system between the client and lawyer resolves itself into a straight business proposition. A disputant, when he begins an action does not know whether it is going to cost him \$10 or \$500, but if the measure carries, he will to his solicitor be able to say: "Here, Smith, how much will you take and see this matter through?" Smith will name his figure and if satisfactory there is an end to it, so far as lawyer's fees are concerned, and a better understanding should prevail.

Speaking from the standpoint of a business man it would appear that simplicity and decentralization are aimed at in the fairly broad measure of law reform. Both are valuable points to the litigants, and they have a strong claim to some consideration. While not as advanced a measure as originally outlined, Attorney-General Foy is evidently proceeding on right lines.

In speaking of law reform it has been asked why it should not be the aim of all interested to work out a code of laws, and state them so explicitly, that all would know them and understand them, leaving to the courts only the task of sifting evidence as to facts? Facts will always be in dispute where self-interests clash, but why should there be eternal disputes as to laws and their meanings? Echo alone answers why?

BUYERS IN TORONTO.

Among the buyers in Toronto this week from outside the city were:

A. B. Scott, Smith's Falls, Ont.
Jno. McClelland, Palgrave, Ont.
T. B. Reeve, Markham, Ont.
Horace Davidson, Unionville Ont.
L. A. Whitmore, Edgeley, Ont.
W. A. Brunton, Newmarket, Ont.
N. A. Malcolm, Malton, Ont.
Andrew Grady, Castlemore, Ont.
J. L. Hewson, Oakville.
G. Hunter, Mount Albert, Ont.
R. A. Dutton, Peterboro, Ont.
Ed. Young, Young's Point, Ont.

NOTES FROM ST. CATHARINES.

March 10.—W. A. Sherwood & Son installed a silent salesman last week. It will be used almost exclusively for confectionery, and will no doubt be the means of improving sales and profits on this line.

It is admitted by those who know that twelve and one-half per cent. is about the lowest percentage of cost that a retail merchant can do business on successfully, and yet we find in this city some grocers selling some lines of fancy biscuits at a gross profit of ten per cent. Even at this there is no allowance for shrinkage or overweight.

Several changes have taken place in Niagara Falls. Mr. Marsh, of Marsh Bros., has purchased the stock and goodwill of Bradt & Co., Erie Avenue. The new proprietor will readjust the stocks and improve the store service. A. McMullen has purchased the stock and goodwill of W. E. Misener, grocer, Morrison Street. W. E. Misener has opened up a new store at Niagara Falls

South under the firm name of the Cataract Grocery & Meat Co.

BERRIES IN COLD STORAGE.

Red raspberries were a novelty offered for sale in Chicago the other day. A fruit dealer last August put three crates of the berries in cold storage and had them frozen solid. Lately they were thawed out and offered for sale at 25 cents a quart. It is said that, though the red raspberries could be kept fresh in a frozen state for three years the black raspberry, treated in the same way last August, has come out of the ordeal entirely lifeless and tasting like cork.

PERSONAL NOTES.

A. F. Choate, general merchant, Warsaw, Ont., was in Toronto during the week on a business trip.

Thomas Dunne, manager for Whittall & Co., Ceylon, in New York city, was in Toronto this week on one of his periodical visits.

W. S. B. Armstrong, sales manager Red Rose Tea, Toronto, is missing from his accustomed post this week, being confined to the house with the "grippe."

L. W. Smith, formerly with Malta-Vita Pure Food Co., has joined the traveling staff of Hearts of Wheat Co. Ltd. Mr. Smith commences his trip in the city this week.

Harold B. Cox of J. & G. Cox, gelatine manufacturers, was the defeated Unionist candidate in the Edinburgh election the other day, though he reduced the Liberal majority enormously. He is a strong advocate of closer trade relations and the giving of preference to Canadian products.

TRADE NOTES.

The Shredded Wheat Biscuit Co. have now nicely established themselves in their new offices at 49 Wellington St. They were moved from 32 Church St.

E. K. Seoley, grocer, Jarvis Street, Toronto, has formed his business into a limited liability company, under the title of E. K. Seoley & Co., Ltd.

The Natural Food Co., Niagara Falls, N.Y., intend placing a new breakfast food on the market in a month or so, known as "Choconel." It is made from wheat and the heart of the cocoa bean.

Oliver Peake has bought the Dominion Co-Operative Associations branch grocery and provision store at 1039 Gerrard Street, east, Toronto. Frank Harding, late of Snell's grocery, East Toronto, is in charge.

It takes more than a big store full of goods to keep the people thinking about you. The people think about the things they are constantly told to think about.

Every time you make a sale and forget to charge the goods you lose the cost of the goods and you impress the customer with the idea that after all there is some advantage in not paying cash.

Now in the Hands of the Receivers

Dominion Co-operative Association Has Failed—Smoothness Does Not Mark Its Path—Two Toronto Branches Given Up—Secretary Declines to Say Much About the Failure—History of the Association.

Just at the time of going to press The Grocer received definite information that the Dominion Co-operative Association has failed and that it is now in the hands of a receiver. It made an assignment to E. R. C. Clarkson on Wednesday afternoon. The affairs of the company will be wound up at once. The officers of the company say that not more than \$7,000 stock has been sold. The actual liabilities are not known, but stocktaking is now being carried on at the stores and a statement will soon be ready.

During the early part of the present week persistent rumors were afloat to the effect that the Dominion Co-operative Association, Toronto, was going out of business.

To The Grocer, H. Macdonald, secretary of the association, gave a contradiction to this rumor.

"It is," he said, "a difficult proposition to establish a co-operative society in Canada, and at present all co-operative societies here are doing pioneer work. In England, where these associations exist and flourish the building up process has been comparatively easy, because wherever a branch is located there is confidence placed in the organizers by reason of the fact that they are life-long residents and well-known to the people. In Canada, however, this does not hold. Here, where are communities of people from all parts of Britain, not to speak of other parts of Europe, not known to one another, there is rather distrust than confidence. The Association has been trying to gain hold with the newcomers because they have seen and understand its workings."

The Dominion Co-operative Association was incorporated and organized last year under the provisions of the Ontario Companies' Act, "for the purpose," according to the prospectus, "of establishing a main office, supply depot and storehouse, stocked with general merchandise of every kind, to be purchased in the leading Canadian, British and other markets, suitable to the wants of all classes of citizens." The association was to have Toronto as a base and operate branches in the leading centres of the Dominion. The capital was fixed at \$1,000,000, divided into shares of \$5 each.

The first three stores were opened in Toronto; branch No. 1 at 964 Bloor

Street West, last September; branch No. 2 at 1039 Gerrard Street, last December, and branch No. 3 at Yorkville Avenue and Yonge Street, about the middle of January. A movement to establish a branch in Picton a short time ago failed, as was reported in The Grocer at that time.

At present but one store is being operated, branch No. 1, on Bloor Street West. The store on Gerrard Street East was sold some few days ago to Oliver Peake, a shareholder of the association, and the grocery stock at the Yonge Street store was taken away to branch No. 1 this week.

Lack of capital, incompetent help and expensive management are assigned as the causes for the retrenchment. When the first store was opened a large stock of meats was put in, and this is said to have deteriorated, causing some loss to the association. At branch No. 3 the Co-operatives took over C. J. Frogley's cake stand and bakery, and for a time made bread, cakes and pastry. About three weeks ago a stock of canned goods, teas and general grocery lines were added, but the stumbling block seemed to be the baking of bread and placing it on the market in competition with other makes. To establish a custom quite a few loaves of bread are said to have been given away, and to make up for this loss there was no immediate compensation.

For some little time past there appears to have been a number of complaints made by shareholders regarding the management of the association, and the meetings of late are believed to have been not at all harmonious. A change in the directorate was made in February, but evidently the course of sailing has not been smooth.

It is understood a meeting of directors will be held on Saturday evening next at which plans for submission to a general meeting of shareholders on March 19, will be proposed.

One proposition to be submitted is believed to be a plan of reorganization.

A number of grocers in the immediate vicinity of the three Toronto stores were interviewed by The Grocer, and with the exception of those near the Gerrard Street branch, the competition was not at all felt. At the Bloor Street branch the patrons of the Co-operative store lived too far away to affect sales in the grocery stores nearby. There was thus the expense of delivery in almost every case to be reckoned with by the Co-operatives, and this expense cut down profits. Near the Yonge Street branch are some of the highest class grocery stores

in Toronto, and the proprietors but smiled when asked the question of competition by the Co-operative store. The Yonge Street branch sold groceries for the past three weeks only, and not one of the grocers nearby missed a single visit from a single customer.

In the east end the Co-operative store was located in the midst of a community of Old Country people who took stock in the association and who became buyers at the store. This affected somewhat the business done at the other grocery stores in the neighborhood, though not seriously. There is one compensating advantage, however, now that the association has withdrawn competition, and that is that the Co-operatives have taught purchasers to buy for cash and the grocers roundabout will not take their one-time customers back except on a cash-paying basis.

LEAVES FOR WINNIPEG.

Presentations to Jas. E. Knox, of McCann-Knox Milling Co. and to Mrs. Knox.

A delightful evening was spent in the Albany Club rooms, Toronto, on Monday night, when Jas. E. Knox, president of the McCann-Knox Milling Co., was the guest of honor and the recipient of some handsome presents. Mr. Knox has been appointed representative of the Dominion Textile Co. and of the Montreal Cotton Mills, and has been transferred to Winnipeg, to which city he went on Wednesday.

The McCann Milling Co. presented him with a black traveling bag and his wife with a leather writing pad. Mr. Knox was also honored by the Albany Club, who gave him a set of cut glass decanters and Mrs. Knox a silver tea service.

Among those present were: Wm. R. Travers, general manager Farmers' Bank; Jno. Sanderson, of the Dominion Textile Co., Montreal; Geo. Cowan, M.P., Vancouver; A. E. Donovan, M. P.P., Brockville; Jno. Cox, Toronto; D. M. Dafoe, Toronto; J. H. Eddis, of the Imperial Bank; Alex Cavanagh, grain merchant and vice-president of the McCann-Knox Milling Co.; Wm. McCann, the managing director, and W. G. Milne, secretary-treasurer of the company.

Mr. Knox has been president of the McCann-Knox Milling Co. since it began business.

It's a poor policy to try to get people to patronize you just because you need the money. They may know some fellow who needs the money more than you do.

Grocery News From All Provinces

Western Canada Notes

Too Many Grocery Stores in Vancouver for the Population — Japanese Like British Columbia Apples—Mild Weather at Calgary a Stimulus to Trade.

VANCOUVER.

March 9.—The dropping out of first one grocery store and then another in the residential districts is bringing a realization of the fact that far too many are being started up. It is stated that Vancouver with a far less population than Seattle has as many grocery stores. Certain it is that almost on every corner in districts within walking distance of the downtown business portion are grocery stores, large and small. In the West End of Vancouver are 15 or 20 stores, perhaps more, in an area seven blocks west from Granville Street and ten blocks north and south. One instantly wonders how all can make out. It is the same in other parts of the city, where many residences have been erected within the past couple of years, and to-day several are quitting after losing some money.

Consignments of sugar from Scotland continue to arrive regularly. These are placed on the market at \$5.15.

The wholesale grocers have entered into an agreement to close their respective places of business at 1 o'clock on Saturday, a start having been made last Saturday. As all are included in this agreement, it is not probable that there will be any odd ones left open causing disagreement.

H. T. Lockyer, as president of the Wholesale Merchants' Association forwarded \$335.95 as a contribution toward the funds of the Children's Aid Society of this city.

A government bill has been brought down in the House to amend the Farmers' Institute and Co-operation Act. It is intended to give to farmers' co-operative societies the power of business companies and joint stock companies under the Companies Act, only making the provision that the business done must be of a purely co-operative nature. There are the usual powers for increasing capital, issue of stock and paying of dividends. In introducing the bill, Hon. Mr. Tatlow, Minister of Agriculture, said there was only one clause that was likely to prove contentious. This provides that not only shall the liability in future be limited, but also in the past, the reason being that these institutions were not like a corporation, but really limited companies.

R. Crawford, who for a year and a half has been in the grocery department of Hunter Bros., Rossland, B.C., has come to the coast.

The services of Harry Beach have been secured by the Kootenay Jam Company of Nelson, as foreman. He was brought up in the business, having had many years practical experience in the Beach preserving and canning plant at Evesham, Worcester, England. He is a

brother of Alfred Beach, head of Beach & Sons, Limited.

Reports from H. Duncan, of this city, who was sent with an experimental shipment of 40 boxes of apples to Japan are that the fruit has been received with such favor that there promises to be a large demand for the product of this province on the other side of the Pacific. Mr. Duncan, who is a fruit commission merchant, was sent out from here by the Victoria Fruit Growers' Association, and the apples he took with him were eagerly taken by the merchants both in China and Japan. It is a question of British Columbia being able to supply the demand, for last fall, there was hardly enough fruit on the Coast to fill the orders from the district east of the mountains. All the local apples are practically off the market here now, although it is only the first of March, and what are for sale are nearly all from the State of Washington.

CALGARY.

March 9.—Since the "Government Railway Policy" has been announced by Premier Rutherford, a feeling of increased confidence has been manifest, and preparations are being made for handling a larger volume of business in

all lines. Both the C.P.R. and C.N.R. companies have locating parties working close to Calgary, and it now appears certain that in the very near future Calgary will have what she has so long wished for, "More Railways." Both the Grand Trunk Pacific and Canadian Northern will build into Calgary just as fast as it is possible to do the work. The new country which these lines will serve, will create traffic that will more than sustain the line, as practically every acre is good agricultural land. The directors of these railways have visited Calgary often of late, and are satisfied of its growing importance as a distributing centre.

The mild weather is improving business in the city and wholesalers and retailers alike, anticipate a very prosperous year. Reports are coming from Southern Alberta that the farmers are preparing to start spring ploughing.

Grocery prices are steady with a strong tone. Advances are anticipated in some lines of California dried fruits. Prunes, raisins, and peaches are extremely low in price, and any considerable demand from the large Eastern centres will tend to raise prices in California. Local produce is in better supply and selling at more reasonable prices since the cold snap gave way to spring weather.

M. F. Goddard of the Maple Tree Producers' Association, Waterloo, Que., is in town this week booking spring orders for "Pride of Canada" maple syrup and sugars. Mr. Goddard is surprised to find here such mild weather and dry streets, having left his own province buried under two feet of snow.

Maritime Provinces and Quebec

An Extensive Fish Trade Carried on in Halifax—Collapse of Montreal Building —Milling Men Do Not Think More Canals Necessary—Sisal Grass Coming From Havana for Twine Manufacture.

HALIFAX.

March 9.—Fish of all kinds is now in good demand and dealers find trade very active. Salt and pickled fish is in plentiful supply, but there is a scarcity of fresh fish, such as haddock and halibut. Lobsters are also unusually scarce. These conditions are brought about by the stormy weather on the coast, the fishermen being unable to go out to the fishing grounds. There is, however, plenty of frozen halibut, smelts and salmon on the market. Fish prices are steady in all lines, though there is a tendency for salt cod to advance.

None of the grocery dealers in Halifax handle fresh fish. This class of trade has always remained with the fish dealers, and for many years it was confined almost exclusively to the waterfront. In fact, there was in force for a long time an ordinance preventing the

sale of fresh fish in stores in any part of the city except along the waterfront. There has been a marked change in the sale of fish here in recent years and the advance is most noticeable. Fish stores are now located in several of the uptown sections of the city, and they are models in cleanliness. Very little fish is exposed for sale, it being all kept on ice, and not brought out until a customer calls for it. The fish that is on view is shown on marble slabs, and only a small quantity of each kind is exposed. Then again, it is always satisfactory to the consumer to buy his fish at these stores as they employ men who know how to clean and dress a fish ready for the table. There is a marked change in such fish as cod and haddock from the time they are taken from the water, and pass through the fish dealers' hands to the con-

sumer. Then the fish have been shorn of all scales, fins, etc., and the flesh is white and clean. There is a large consumption of fish in Halifax. There are at least six large dealers in fresh fish in Halifax, and some of them have as many as six delivery teams. Then again some of the dealers send their teams around with fish daily to the doors of the consumer, and in this way the housewife is able to make her purchase at the door without the bother of going out.

The grocers all handle canned fish, and some of them also sell fresh oysters in bulk. They also handle pickled mackerel, pickled herring, dry salt codfish, and smoked finnan haddie, bloaters, Digby chickens, etc. The profits in fish are not very large, the dealers here handling these lines for the convenience of some of their customers.

Peter Laing, president of the Laing Packing and Provision Company, of Montreal, was on a visit to the trade in Cape Breton this week. This was Mr. Laing's first visit to this section of the Maritime Provinces and in an interview he expressed himself as immensely surprised with the industrial and general development of the Cape Breton district, and he is of the opinion that even more progress would be recorded in the future. Mr. Lerhle, the company's representative, who came down with the president, will remain in Cape Breton for several days.

A. L. Doyle & Co., who for several years conducted a large grocery store at the corner of Sackville and Water Sts., and who retired from business about a year ago, will again resume business at the old stand, known as the "busy corner on the busy street." Everything about the place is now "spick and span" and the shelves are filled with a fine stock of goods. Everything is fresh and new and under the old management the store is expected to take a place in advance of that it before occupied. An elevator has been installed to handle more expeditiously the jobbing trade. The firm will handle the entire output of one of the Annapolis Valley creameries. The store was opened last Saturday for business.

W. A. Craven, representing Chase & Sanborn, wholesale coffee dealers, of Montreal, was in Halifax on business this week.

MONTREAL.

March 10.—The much talked of advance in the harbor rates have not come. The Board of Harbor Commissioners have decided to postpone the proposed advance, for another year at least. Official notification of this decision has been received by the various companies interested.

During the past three years, the heavy expenses incurred by the erection of the new steel freight sheds, have very considerably increased the financial burden of the Board, and many considered it inevitable, that an advance in wharfage rates should come. Strong protests came from shipping and commercial

men, and the result was that the Board decided to postpone the advance.

N. S. Crocker and A. V. Boucher, proprietors of the Castle Blend Tea Co. have bought the Lyric Hall block at the corner of Stanley and St. Catherine St. for \$271,150. The transfer was made at the rate of \$17 a square foot. The property sold was formerly known as the Emmanuel Church property. The purchasers occupy a building on the property, at the present time. The Castle Blend Tea Co. has made the purchase with a view of enlarging their present store. Mr. Boucher states, that a new building will be put up on the property next year, which has a frontage 120 feet on St. Catherine St., and 140 feet on Stanley St.

Arthur J. Hodgson of the export cheese and butter firm of Hodgson Bros. & Rowson, arrived in England last week on his annual trip.

James Alexander, of James Alexander Limited, left the city on Friday last for New York, whence he sailed for Liverpool on S.S. Baltic on Saturday, Feb. 27, 1909.

Chas. Desjardins, head of the firm of Charles Desjardins & Co., the well-known furriers, has left on his annual visit to Russia, where he will attend the auction sale of furs to be held on the fur markets at Nijni and Moscow. On the way Mr. Desjardins will also visit the leading fur houses of London, Paris and Leipzig.

Special interest is centred in Mr. Desjardins' trip this year, because he

FOR BENEFITS RECEIVED.

W. L. Hurl, Box 27, Lakefield, Ont., writes: "Enclosed please find order for 75 cents to cover insertion for one week. Thanking you for the benefits I have derived from the GROCER since I started subscribing for it.

Yours very truly."

will gather together the stock for his new fur emporium on St. Denis St., which it is said will be the largest store of its kind in the Dominion.

"Canada for the Canadians" seems to be the slogan of Montreal business men. Instead of constructing the Georgian Bay Canal, via the Ottawa river, to Montreal, as is at present proposed, a New York engineering paper suggests the enlargement of the Welland Canal and the St. Lawrence river canals, and the connecting of Montreal with the seaboard via New York by connecting Lake George and Lake Champlain with the Hudson river by a canal. After presenting a detailed comparison of the Georgian Bay canal via the Ottawa river with their proposed deep waterways canal to New York via Montreal and the Hudson river they conclude with the following declaration:

"Canada will get her full recompense for this seeming final diversion of traffic from her seaports in the enlarged prosperity of her Western provinces and in the tolls which she could readily charge upon a route offering such great advantages to commerce."

Robert Meighen, president of the Lake of the Woods Milling Company, when interviewed regarding this matter said, "In my opinion until climatic conditions in Canada can be altered, the taxpayer should not be called upon for a further expenditure in connection with canals.

"In a climate such as ours, my opinion is, that canals are something like Noah's Ark—back numbers. You must however bear in mind, that I do not include the Soo Canal. Double track low grade railways, from tidewater to Eastern Georgian Bay ports, would, I am of opinion, make further canal expenditure unnecessary. Let us, winter and summer, be in a position to handle our Western traffic over our own railways. I am decidedly against free canals; I would level toll on all canal traffic, and make the port of Montreal free. What we want, is to have the product of the West brought from Fort William to the Eastern shore of Lake Superior, having elevator capacity there to handle western products, through our own system of elevators, and over our own railways, instead of allowing our freight to be diverted for storage, and exported from Buffalo." Continuing Mr. Meighen said, "It was simply a scheme to completely divert Canadian export business into the United States." Robert Reford, when interviewed also characterized the scheme as ridiculous and also stated that it would divert Canadian trade wholly into the United States channels.

A gentleman connected with the wholesale confectionery trade of Montreal, has invented a new showcase, which will shortly be placed on the market. This case possesses a decidedly novel feature, in the shape of a mirror, which divides the case in two lengthwise and vertically. In front of the mirror, are placed "dummy" packages of stock, and that required for daily use is placed behind the mirror. The stock in the front portion of the showcase in this way, need not be disturbed, and the mirror produces an optical illusion of a never changing well stocked case. Another advantage is cleanliness as the display stock is in a dust proof compartment. Patents are being secured in the principal countries of the world.

On Monday night the interior of the building 29 William Street, devoted to commercial purposes, collapsed, three floors and their various contents descending to the basement in a great mixup. The building is owned by C. H. Catelli Ltd., manufacturers of Vermicelli, who occupied the top floor. The second floor was used as a storehouse for woodenware by Laporte, Martin & Co., wholesale grocers, and the ground floor by A. D. McGillis & Co., commission merchants.

The latter deal principally in butter and cheese, but at this time of the year their stock is very light. It is supposed the top floor was overweighted with flour and machinery, causing the collapse.

The buyers in town during the week were:

- A. St. Amour, Coteau Junction, Que.
- L. Cousineau, St. Scholastique, Que.
- O. Lacombe, St. Henri, Mascouche, Que.
- E. Lanciault, St. Jacques, Que.
- H. A. Valiquette, St. Janvier, Que.
- Geo. Beausoliel, Terrebonne, Que.
- Aug. Beausoliel, Terrebonne, Que.
- Louis Barbeau, Laprairie, Que.
- D. Archambault, St. Anne des Plaines, Que.
- E. Brunet, Pointe Claire, Que.
- A. Brassard, Laprairie, Que.
- A. Charlebois, St. Telephores, Que.
- A. Labelle, Rosemere, Que.

F. Robert, St. Hubert, Que.
M. Lefebvre, Cote Rouge, Que.
J. P. Lacroix, St. Lin, Que.

ST. JOHN.

March 9.—There was considerable change in the markets last week, with an upward trend in some lines. Both Manitoba and Ontario flours advanced ten cents a barrel. The quotations now are: Manitoba high grade, \$6.60 to \$6.70; Ontario mediums, patents, \$5.70 to \$5.80; Ontario full patents, \$5.95 to \$6.05. Sugar went up ten cents last Thursday. In the provision line, pork and lard are both dearer, prices now being: American mess pork, \$24.25 to \$24.75; domestic mess pork, \$22.50 to \$23; American clear pork, \$22 to \$24.50; American plate beef, \$17.25 to \$17.50; pure lard in tubs, \$13³/₄ to 14c. Fancy Barbadoes molasses is cheaper, the quotation now being 38c per gallon.

There was very little doing in the produce line last week. Hennerly eggs are cheaper, being quoted at 28c to 30c a dozen, and dealers say the probability is that prices will go still lower. Butter is slightly easier, but it is said the market is problematical as yet. All kinds of canned goods are selling well now.

Another aldermanic candidate has appeared in the field for civic honors in the person of Rupert W. Wigmore, manager of the Sussex Milk & Cream Co. Mr. Wigmore announces that he will oppose Alderman Hamm in Kings Ward.

The grocery and provision store of Captain James A. Calder, at Deer Point, Campobello, was broken into one day last week and about \$20 stolen from the cash drawer. No arrests have yet been made.

W. Herbert Downie, who figured in the sensational robbery of the T. S. Simms Co., recently, was given a preliminary hearing last week and has been sent up for trial at the sitting of the Circuit Court, which opens here this week. He was allowed out on \$5,000 bail.

The stock and fixtures of C. D. Truman, wholesale grocer, who assigned recently, will be sold at public auction this week.

The steamship Talisman, in the St. John-Havana service, sailed last Thursday with a full general cargo, including 550 tons of pressed hay from Carleton County. Hay is reported in great demand in Havana, and this is the largest consignment which so far has been shipped from this port. The steamer on previous trips took away thousands of barrels of potatoes for the Cuban market. From Havana the steamer will proceed to Progreso, Mexico, to load with a cargo of sisal grass, which, for the first time since the line started, will be brought to St. John direct. The grass is consigned to Welling (Ont.) and will fill between fifty and sixty cars. It is used in the manufacture of rope and twine. In previous sailings from the south the Talisman has called at Boston and other U.S. ports to discharge cargo,

but it is expected in future the steamer will be supplied with a full cargo direct for this port, as the business is growing all the time.

A new line of steamers, known as the Canada Line, is to operate a service be-

tween Hamburg, Rotterdam, Bremen and Halifax and St. John in the winter, and with Montreal as its Canadian terminus in the summer. The first sailing will be the Prinz Oskar, which leaves Hamburg March 22 for this port.

From Ontario Correspondents

**Chatham Grocers in Midst of Soap War—No Damage Yet to Peach Crop—
Grocer in Toronto Only Away From His Store Thrice in Five Years—
Peterborough Members of the Trade Go Into Boot and
Shoe Business—Grocers in Brantford and Chatham
Selling Flowers.**

GUELPH.

March 9.—A large attendance marked the annual meeting last week of the Clerk's and Salesmen's Association of the city at the Commercial Hotel. Officers were elected and the affairs of the Association generally discussed with a display of the greatest interest by the members. Another matter discussed was in connection with the usual Thursday half holiday. It is altogether likely that an effort will be made to have the weekly holiday again this summer.

The following officers were elected:

Hon. Pres.—W. G. Hood.

President—B. A. Macdonald.

Vice-President—J. McKenzie.

Secretary-treasurer—R. S. Robinson.

Executive—John Kennedy, Frank Pepper, Jos. Dingman, J. D. McArthur, E. Hicks, W. G. Buscht, Geo. Freeland and Morgan White.

J. A. McCrea & Son had a half-page ad. last week in our daily paper as an announcement of their annual china and glassware sale.

There was a large and busy market last Saturday. The big winter fair building was filled with plenty of farmers and buyers. Prices however kept high, although everything was picked up readily. Poultry was scarce, chickens holding the fort at from 80 cents to \$1.25 a pair. Butter sold at from 24c to 26c a pound, and eggs from 25c to 28c a dozen. Turnips are selling at 3 for 5 cents, parsnips and carrots at 20c per basket. Onions at 25 cents basket; potatoes 50 and 55 cents per bag. Cabbage are very scarce at from 60 cents to 75 cents per dozen.

The Whitney government has at last passed the grant of \$25,000 for the great winter fair at Guelph. This grant solves the problem of where the fair is going to be located. The work can now be proceeded with and the future success of the show is assured. As the grant only provides \$5,000 out of the \$10,000 extra required, the city will be called upon to decide whether they will increase their grant, or have the plans pared down. The one important factor will be for those in charge to move quickly and have the new building ready for the show in December.

LONDON.

March 9.—Wholesalers report business fair during the past week, trade giving every evidence of picking up. The feature of the week was the advance of 10c in refined sugar, due to an advance in England and increased home demand.

Raw sugars are easier, with little coming in, and brokers say it will be a month before there are any large arrivals. Coffees keep very high, and Rios and Santos are advancing. All grades of teas, from finest to lowest, are very firm. There is nothing doing in Japans, last year's crop being pretty well cleaned up.

There is strong probability of an advance in the price of bread in the near future, owing to the repeated jumps in the price of flour. Local bankers claim that while flour has within a little over a year advanced over 75c per cwt., the price of bread has remained stationary. Manitoba flour has increased from \$1.90 a bag to \$2.75 wholesale car lots. Ontario flour, which is little used in the making of bread, has gone up 40c in the last three months.

Ex-Ald. Wm. Scarlett has purchased the broom manufacturing business of Welford & Co., 381 Glebe St., and will continue it on an enlarged scale.

A new grocery business has been opened by C. Finchamp & Son at the corner of Talbot & Fullerton Sts.

Allan McGregor, city traveler for the Canada Spice Company, has resigned to accept a similar position with Gorman, Eckert & Co.

The fourth of March—settling day—passed off satisfactorily in London, the banks reporting outstanding paper well met, and no business failures or unsatisfactory conditions are known. Bankers interviewed were unanimous in expressing the belief that business conditions are steadily and surely improving. There is more money in the banks than there has been for many a year, and the banks are therefore in a position to encourage with loans all legitimate enterprises. Prices of practically every commodity were never higher than at present, which materially reduces the purchasing power of the dollar. Business conditions in the city are, on the whole, good, both merchants and manufacturers seeing noticeable improvement. Wholesale houses have larger advance orders than they have had for some time and predict that the spring shipments will be greatly in excess of those of a year ago. Customs, inland revenue, bank and clearing house re-

turns all indicate a steady improvement in business.

London is represented as being second only to Montreal among Canadian cities in the manufacture of cigars, and local manufacturers report the outlook as satisfactory on the whole. Some report an increase over the previous year's business, while others claim a slight falling off. Interviewed on the subject, R. D. McDonald, of Line, McDonald & Co., said: "The manufacture and sale of the cheaper line of cigars have, to a certain extent, been killed, due to the fact that the Government saw fit to raise the rate of revenue on raw leaf tobacco from 10c to 28c. This increase was made on the first of June last and since then there has been a falling off in the sale of the cheaper goods. It gives the manufacturers in Lower Quebec an advantage and they are displacing some of the trade formerly held by the London manufacturers. This means that the sale of the cheaper lines is much poorer, but the sale of the higher-priced cigars is much better this year than last." At the time that the duty on raw leaf was increased the Government lowered the duty on the manufactured article, but the manufacturers state that the amount of the raise on the raw leaf was more than the cut rate on the cigars and also that there is far more raw leaf brought into the city than there is that goes out, so that this increase was far more than the decrease in the revenue.

The first maple syrup of the season made its appearance in the local market Saturday. If the present weather continues the sap will run freely.

C. L. Mountjoy, head clerk for Ryan & Russell, has so far recovered as to justify his removal from the hospital to his home. He expects to return to his duties at the beginning of next week.

The officers of the Retail Grocers' Association have been informed that the City Council has no power to further increase fruit peddlers' licenses. The association will likely get after tea peddlers who pay neither license nor business tax.

T. A. Rowat & Co., London, grocers, have purchased a store four or five doors east of their present premises, and will shortly move into it.

PETERBORO.

March 10.—J. C. Eaton, of the T. Eaton Co., was in the city last week and denied the rumor that the company had intentions of locating here.

The revenue for the month of February from the Customs House was \$17,664, as compared with \$16,404 last year.

E. R. Robinson, of Warkworth, has disposed of general store to Mr. Riendeau.

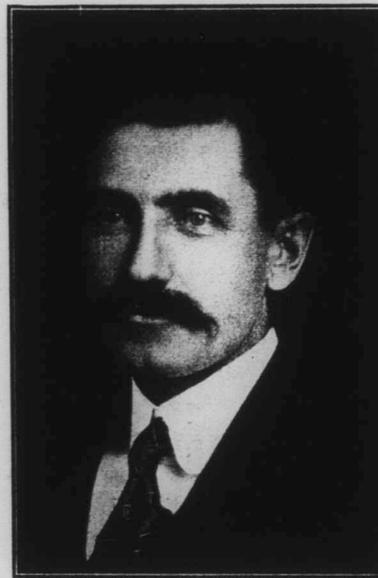
Henry Brandon, of Cannington, received a car of Manitoba flour on Saturday.

An interesting window display is that of White & Gillespie's, illustrating the evolution of the churn. Four specimens are shown. That of the present day is

of earthenware with a glass top, providing the best sanitary facilities and at the same time being a labor saver. The next is one that was in use fifteen years ago; there is also one of thirty years, and the last is marked fifty years ago, but might possibly have been used on the ark when that good old ship was mistress of the seas. White & Gillespie keep in stock a complete line of dairy utensils, and this is an ad. for their stock.

The grocers state that they are receiving large demands for dried fruit and chief among the different varieties is the dried apple which is one of the staple Lenten articles.

Four Peterboro grocers and a baker have jointly purchased a building comprising three storeys in the up-town district, and are opening up a boot and shoe store in one of them. The grocers are R. C. Braund, J. T. Braund, Nelson Routley and Wm. Routley. Robert Routley has disposed of his bakery business, and besides having an equal share



ALD. GEO. A. GILLESPIE,
Member of White & Gillespie, Grocers,
Peterborough, Who Has Been
Elected President of the
Board of Trade in
That City.

in the enterprise, he will manage the boot and shoe store. The building is of two storeys and was erected last summer for Lendrum, the photographer, from whom it was bought. It is located on Charlotte Street, near George Street, and is considered a good place for business. Work was begun this week to furnish the boot and shoe store. R. C. Braund, J. T. Braund and Robt. Routley were in Toronto three days last week, where they purchased a large stock of what they state is classy footwear. Robert Routley, in abandoning his bakery business, is leaving a good trade which he established some years ago, and has since built up. The four grocers in the enterprise are energetic, and are achieving

success. It is not many years ago since not one of them were in business. Their stores are located in different parts of the city, and their union for a single interest should, with their combined efforts, result in the fulfillment of their every expectation.

It is not likely that any of the confectionery dealers of this city will appear before the magistrate for selling "brandied" chocolates. A short time ago a deputation from the local temperance workers waited on the vendors of candies and asked them to do away with any brandy candies they might have in stock. The dealers have complied with the request, and it has not been necessary to take any further action.

Howard Hopwood has been appointed secretary of the Retail Merchants' Association, taking the place of W. Harstone, who resigned. He will call upon the members of the Association and hopes for their co-operation in order to make the organization a success.

Wesley Boorman has purchased the bakery business of Robert Routley and is now in charge of it.

At the annual meeting of the Peterborough Board of Trade on Tuesday night, the following officers were elected: President, Ald. G. A. Gillespie; Vice-President, Ald. W. H. Bradburn; Treasurer, Peter Campbell; Secretary, T. Q. Quartermaine.

TORONTO.

March 9.—In a large city it takes all kinds of grocers to cater to the wants of all kinds of people, and a few notes about the stores as you find them may be interesting. Here is a store with windows clean and clear, and dressed with taste and skill, and the inside neatly arranged, and everything in order. The proprietor and his clerks are all courteous, cheerful, active and obliging, with sense enough to treat even the driver with respect and decency. The very air you breathe seems to be filled with gladness and encouragement. Within two minutes' walk you enter another store, but before you do so, you look at the windows, but you cannot look in for they are boarded up about five feet from the floor. You wonder what it means, but you cannot arrive at any conclusion. You open the door and find the merchant behind his counter and you look around to make sure that you are in a store. Contrary to your expectation you will find the man sociable and a great talker. His ideas are all original and very interesting to himself. You look at the window which on the outside was a mystery, but which is all explained when you see that he is using it for a warehouse. Then you take a look about the store and you are puzzled to know what you see and what you don't see, for the mixture is too much to comprehend at first sight. Instead of trying to get an idea of the whole store, you now confine your attention to what is immediately before you, and you will find on one shelf a few pieces of calico, a few cans of salmon and a fruit cake, and on an-

other a bundle of socks, some underwear and some jam. In the show case there are marbles, candy, shoe polish, spools, ribbons, pies and cakes. This sort of store actually exists in Toronto. Among the many things the "boss" related was the fact that he had only been away from his store three times in five years. Once he went to his father's funeral and twice to the Police Court.

Another five minutes' walk brings you to another grocer. He deals principally in candies, three for a cent, and prides himself on being an "American" and not of the slow-going Canadian kind. You now strike a number of very fine fellows, with good stores, where everything looks businesslike. They keep in touch with everything connected with the trade, and are, of course, readers of their trade paper—The Canadian Grocer.

Johnston Bros., 298 Dundas Street, have added an up-to-date pair of scales and a new refrigerator to their store fixtures.

W. Waddell, 218 Christie Street, has sold his business to H. W. Smith, who takes possession at once.

T. F. Gibbs has moved from the corner of Melleville and Shaw Streets to 1012 Shaw Street, into a new store.

F. H. Ross has moved from 93 Arthur Street, to 1049 Shaw Street, where he owns the property.

Mrs. E. J. Tilly, 129 Augusta Street, is extending her store by adding another room to it. She will now have a nice store, and, with her own business ability and the assistance of her bright daughters, should increase her trade.

W. H. Woods has purchased Mr. Baker's business, 182 Dundas Street, and has taken possession.

In response to the desire of grocers on Yonge Street north of the track to have the free express delivery, The Canadian Grocer interviewed the two express companies in the city and found that neither the city nor any one else has any jurisdiction over them, and that they extend their limits from time to time as business develops sufficiently to make it pay. If the merchants in that part of the city could get some estimate of the express business, and then see the companies, they would likely give careful consideration to their needs.

BRANTFORD.

March 9.—The merchants are still dissatisfied at the way in which farmers are allowed to come to the city and purchase cheese at the wholesale house and take it on the market. Some have a particular stand in the market house where one can see them every Saturday, usually selling at two cents per pound less than the merchants. They can, of course, easily afford to, as the only expenses they have is 25 cents for stand, and as the cheese is all cut in one day they have no loss from shrinkage. Needless to say, they are doing a flourishing business, one man selling as much as five hundred pounds on a Saturday.

The Grocers' and Butchers' Associa-

tion representatives met the Buildings and Grounds Committee of the City Council and presented their grievances in regard to the way cheese was being sold on the market and after a consultation with the city solicitor, were unable to do anything. The grocers have no objections to the man who makes his own cheese going there to sell it.

J. Huffman is on the sick list.

One morning last week the firemen were called out to a fire over J. Forde & Co.'s grocery, Market St., arriving in time to put it out with chemicals before much damage was done.

F. Matthews, who has a fine store on Brant Ave., in the residential portion of the city, has also started to handle flowers, he states that it is a very profitable line and also assists materially in making the store much brighter.

ST. THOMAS.

March 9.—Both markets were quite large for this season of the year on Saturday owing possibly to the fine mild weather. Eggs were in demand and although the supply was liberal, all offered were readily disposed of at 25c per dozen. Butter was somewhat similar and 28c was the ruling price, although many of the grocers were selling butter at 25c a lb. The farmers sold potatoes from 80c to 85c a bag and spy apples at 45c per peek. Cabbage was not to be had but other vegetables, such as parsnips, carrots and turnips, were quite plentiful.

James McMannus, formerly a grocer in this city, has accepted a position as traveler for Wall & Guppy, Windsor.

CHATHAM.

March 9.—There is a merry soap war among the King Street grocers just now—at least, it is merry for the purchasers, though most of the grocers view it in any but a cheerful light. For some time past the practice of "cutting" on soap has been indulged in by a few grocers on the back streets, but the King Street men took no notice till last Saturday, when one of the prominent grocers advertised all lines of soap at 6 bars for 25c. Monday morning all the other King Street grocers dropped their prices to suit, and purchasers are now able to buy all the leading soaps at a price cheaper than the wholesale price plus handling. The soap war was the out-standard topic of discussion among the grocers this afternoon. "You can say that the grocers have gone clean crazy," remarked one of the fraternity to The Grocer representative. He proceeded to illustrate by figures.

"One particular soap," he said, "costs us \$3.65 per 100 bars, when we can buy in large lots. Selling at 6 bars for a quarter gives a fraction less than \$4.17, or 52c approximately, profit. That isn't too bad. But come to other varieties, which cost \$3.75 when grocers can purchase in the largest lots possible—and those who can't buy in large lots pay \$3.85 or \$3.90 per 100. Sell at \$4.17 per 100, and you will have a profit of

42c at best, or 27c at worst—less than 10 per cent. Now, it costs the average grocer from 12 to 15 per cent. to run his business. So we are actually losing money in order to do business."

He added that there was a man with a wagon who sold 8 bars for 25c, with every \$1.50 worth of goods purchased. "In such a case there are opportunities for making up, and the customer pays the shot; but when the grocer makes a straight sale of 6 bars for 25c he pays."

Another grocer, who had also come down to the prevailing price, declared that it was simply a case of the grocer working to put money in the pocket of the manufacturer. "It doesn't even draw trade," he added, "because we have all come to the same price. The people who start to cut after this fashion hurt others without benefitting themselves."

Something of the same kind seems to be going on in Ridgetown, the only difference being in the commodity, which is sugar. Both the Craig Co., Limited, and Jeffries & Smith, are advertising sugar at \$1.50 per cwt., or 22 pounds for \$1.

Wm. Anderson has in a stock of potted flowers appropriate to the coming Easter season, comprising hyacinths, daffodils, ferns and others. The potted plants add quite a bit to the attractiveness of the interior, and are a good side line.

The local butter situation is in a dubious state just now, the grocers being as it were between two fires. The local prices have been kept high, and the outside market is in bad shape, so that in paying the local market price here, grocers will be giving from 5c to 6c more a pound for their butter than they can get for it outside. The situation would be all right if the supply were not greater than the demand, since butter retails here at a fair living profit. The retail price, 25c, gives a fair average profit, the butter costing the grocer 20c. This is, however, 5c higher than the grocers can get outside, the best offers just now being no more than 15c.

Grocers are experiencing a scarcity of bananas, supplies being difficult to secure. The effect is enhanced by the fact that apples also seem scarce, and people are calling for bananas for use in salads, etc.

J. A. Mackness, who recently purchased the O. I. Dolsen grocery, 68 St. Clair Street, is doing considerable newspaper advertising and reports business good.

The capital of the Wallaceburg Sugar Co. has been increased from \$500,000 to \$1,500,000, a step no doubt resulting from the recent purchase of the Berlin sugar factory. Agriculturists are now busy securing the beet acreage for the Berlin concern, which it is intended to operate this year.

J. A. Hillman has purchased the grocery business of E. G. Coulter, at Wheatley. Mr. Hillman has had quite a bit of business experience and is a live salesman.

A new peach district, which promises to develop, is located in Lambton county, on the Huron shore. D. Johnson, president of the Forest Fruit Growers' Association, has 11 acres in peaches, and intends adding 10 next spring. He states that frost this year has caused no damage.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—

- Sugar—Advanced 10 cents.
- Nuts—Demand increasing.
- Glucose—Advance of 10 cents.
- Canned Fruits—Good demand.
- Starch—Declined.

Montreal, March 10, 1909.

Reports from the country state that trade is keeping brisk. A little slump is generally expected at this time of the year, owing to the breaking up of the roads. Country paper maturing has been fairly well met during the last week. There have been few changes in the market of very great importance during the week. The demand for nuts has brightened up somewhat during the week. The tone of the market is steady and stocks of walnuts are moderate, and with an increase in the demand, higher prices, it is felt, would prevail. Shelled almonds are stronger in tone owing to stronger tendency of the primary markets. Sugar is the feature of the week. The raw market has been very strong for some time, consequently refiners have put up prices 10c all around. Glucose has advanced 10 cents.

Cgnada laundry and corn starch are down a half cent.

SUGAR—Owing to stronger position of primary markets, prices on sugar have advanced 10c all around.

Granulated, bbls	44 59
" 1-bbls	4 65
" bags	4 45
" 20-lb. bags	4 55
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs	5 35
" 50 lbs	5 45
" 25 lbs	5 65
Red Seal	0 35
Crystal diamonds, bbls	5 65
" 100 lb. boxes	5 75
" 50 lb.	5 85
" 25 lb.	6 05
" 5 lb. cartons	0 40
Extra ground, bbls	4 90
" 50 lb. boxes	5 10
" 25 lb. boxes	5 30
Powdered, bbls	4 70
" 60-lb. boxes	4 91
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 " bbls	4 10
No. 1 " bags	4 05

SYRUPS AND MOLASSES—Barbadoes continues the feature of the market. Supplies are getting extremely low, and prices consequently continue to rule high. Syrups are quiet, and in fair demand.

Barbadoes, in puncheons	0 44	0 46
" in barrels	0 48	0 48
" in half-barrels	0 47	0 49
" fancy	0 49	
New Orleans	0 22	0 35
Antigua	0 30	0 30
Porto Rico	0 20	0 40
Corn syrups, bbls	0 08	
" 1-bbls	0 08	
" 25-lb. pails	1 75	
" 25-lb. pails	1 25	
Cases, 2 lb tins, 2 doz per case	2 40	
" 8-lb. " 1 doz. "	2 70	
" 10-lb. " doz. "	2 65	
" 20-lb. " doz. "	2 60	

MAPLE PRODUCTS—business in maple products continues dull.

Compound maple syrup, per lb.	0 04	0 05
Pure Township sugar, per lb.	0 06	0 07
Pure syrup, 8 1/2 lb. tin	0 60	0 65

TEA—Japans are the feature of the market, owing to their strong position. Stocks are running low, and a shortage seems inevitable. Formosas are in good demand, also Pingsueys. Other lines are meeting with an indifferent sale.

Choice	0 38	0 45
Choice	0 38	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 18	0 25
Hyson	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12	0 16
" " " " " " " "	0 19	0 27
" " " " " " " "	0 30	0 45

COFFEE—There has been a steady demand for coffee, at unchanged prices.

Mocha	0 18	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 16

DRIED FRUITS—The chief feature of the dried fruit market is the scarcity of currants. California and Valencia are moving slowly. Prunes and apricots are in good demand. Some inquiry is being made for figs. Other lines are quiet at unchanged prices.

Figs—		
Bag figs	0 03	0 05
Tapeta	0 03	0 05
Elmes	0 08	0 14
Dates		
Halloweas, per lb	0 05	0 06
Sais, per lb.		0 05
Malaga Raisins—		
London layers	2 25	
" Connoisseur Clusters	2 50	
" " " " " " " "	0 75	
" Royal Buckingham Clusters, 1/2-box	1 30	
" " " " " " " "	4 75	
" Excelsior Windsor Clusters, 1/2-box	5 75	
" " " " " " " "	1 60	
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 69	0 10
Choice seeded, 1-lb. pkgs	0 68	0 09
Loose muscatels 3 crown	0 08	0 09
" " " " " " " "	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb.	0 12	0 14
Peaches, "	0 11	0 14
Pears, "		0 13
Prunes—		
Prunes 25-lb. boxes, 30-40s.	0 10	0 12
" " " " " " " "	0 09	0 10
" " " " " " " "	0 08	0 10
" " " " " " " "	0 03	0 08
" " " " " " " "	0 07	
Currants, fine filistras	0 08	0 07
" Patras	0 08	0 08
" Vostizzas	0 08	0 09

SPICES—Whole cloves are a shade firmer this week for lower grades. There is only a fair inquiry for all lines of spices. With the exception of whole cloves prices are unchanged.

Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—There is a reviving interest in tapioca being shown. Rice is in fairly good demand. Stocks of the cheaper grades are low.

Rice, grade B, bags 250 pounds	3 15
" " " " " " " "	3 15
" " " " " " " "	3 25
" " " " " " " "	3 30
" " " " " " " "	3 40
" " " " " " " "	3 05
" " " " " " " "	3 5
" " " " " " " "	3 15
" " " " " " " "	3 15
" " " " " " " "	3 25
Tapioca, medium pearl	0 05

BEANS AND PEAS—Dealers state that boiling peas of good quality are hard to procure. Beans are in good demand and market is firm.

Ontario, pick rts.	1 10	2 10
Peas, boiling	1 35	1 40

EVAPORATED APPLES—Evaporated apples continue scarce, and the price remains firm.

Evaporated apples, new	0 05	0 08
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FURS—No changes have been noted in the fur situation.

Mink	5 00	6 50
Marten, pale	4 00	5 00
" dark	8 00	20 00
Fox, red	4 00	8 00
Lynx	9 00	15 00
Oter	15 00	25 00
Fisher	7 00	12 00
Weasel	0 25	0 35
Muskrat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 25
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL—There is an improved demand for canned fruits and vegetables. Canned fish is not going as fast as it should, for this time of the year. Baked beans are moving well. Meats are neglected.

TORONTO — As intimated before canned peas are running short and it is not likely the supply will be able to meet the demand. No new peas will be on the market until July. Corn is taking the place of peas, where the latter cannot be had, and there may be a shortage in canned corn also.

Tomatoes, beets and pumpkin are in fairly good demand, more so than fruits. Of the latter apples, peaches, plums, pears, raspberries are in only fair demand, in the order mentioned.

FRUITS.

	per doz.	Per doz.
	Group 1.	Group 2.
Apples, 3's standard	\$1.00	\$ 95
" 3's preserved	1.45	1.40
" gals. standard	2.55	2.50
" gals. preserved	4.00	3.95
Blueberries, 2's standard	1.20	1.15
" 2's preserved	1.70	1.65
" gals. standard	5.05	5.00
Cherries, red, pitted, 2's	1.95	1.90
" red, not pitted, 2's	1.55	1.50
" red, not pitted, gals	6.50	
" red, pitted, gals	8.00	
" black, pitted, 2's	1.95	1.90
" black, not pitted, 2's	1.55	1.50
" white, pitted, 2's	2.05	2.00
" white, not pitted, 2's	1.65	1.60
Grapes, white, Niagara, 2's, psvd.	1.45	1.40
" white, Niagara, gals, std.	3.55	3.50
Lawtonberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals. standard	7.55	7.50

THE CANADIAN GROCER

Currants, red, 2's, heavy syrup	1.95	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard	.....	5.00
" red, gals, solid pack	.....	7.00
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard	.....	5.25
" black, gals, solid pack	.....	8.00
Plums, Damson, 2's, light syrup	1.00	.95
" Damson, 3's, light syrup	1.40	1.35
" Damson, 2's, heavy syrup	1.15	1.10
" Damson, 2 1/2's, heavy syrup	1.80	1.75
" Damson, 3's, heavy syrup	1.90	1.85
" Damson, gals, standard	2.90	2.85
" Lombard, 2's, light syrup	1.00	.95
" Lombard, 3's, light syrup	1.45	1.40
" Lombard, 2's, heavy syrup	1.20	1.15
" Lombard, 2 1/2's, heavy syrup	1.85	1.80
" Lombard, 3's, heavy syrup	1.95	1.90
" Lombard, gals, standard	3.05	3.00
" Green Gage, 2's, light syrup	1.40	1.35
" Green Gage, 2's, heavy syrup	1.55	1.50
" Green Gage, 2 1/2's, hvy. syrup	1.85	1.80
" Green Gage, 3's, heavy syrup	2.05	2.00
" Green Gage, 3's, light syrup	1.85	1.80
" Green Gage, gals, standard	4.05	4.00
" Egg, 2's, heavy syrup	1.55	1.50
" Egg, 2 1/2's, heavy syrup	1.85	1.80
" Egg, 3's, heavy syrup	2.05	2.00
Rhubarb, 2's, preserved	1.80	1.75
" 3's, preserved	2.45	2.40
" gals, preserved	3.30	3.25
Strawberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.05	7.00
" gals, solid pack	9.80	9.75
Raspberries, red, 2's, heavy syrup	1.95	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard	7.05	7.00
" red, gals, solid pack	9.80	9.75
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard	7.05	7.00
" black, gals, solid pack	9.80	9.75
Peaches, yellow, 1 1/2's, flats	1.70	1.65
" yellow, 2's	1.95	1.90
" yellow, 2 1/2's	2.65	2.60
" yellow, 3's	3.05	3.00
" yellow, 3's, whole	2.30	2.25
" white, 2's	1.85	1.80
" white, 2 1/2's	2.55	2.50
" white, 3's	2.80	2.75
" pie, not peeled, 3's	1.45	1.40
" pie, not peeled, gals	4.30	4.25
" pie, peeled, gals	6.05	6.00
" assorted pie fruits, gals... (add 5 p.c.)	.....	.....
Pears, 2's, Flemish Beauty	1.70	1.65
" 2 1/2's, Flemish Beauty	2.00	1.95
" 3's, Flemish Beauty	2.15	2.10
" 2's, Bartlett's	1.90	1.85
" 2 1/2's, Bartlett's	2.20	2.15
" 3's, Bartlett's	2.35	2.30
" pie, not peeled, 3's	1.30	1.25
" pie, peeled, gals	4.05	4.00
" pie, not peeled, gals	3.55	3.50
" 2's, light syrup, "Globe"	1.25	1.25
" 3's, light syrup	1.85	1.85

ONTARIO MARKETS.

POINTERS—
 Sugar—Advanced 10 cents.
 Starch—Decline Maintained.
 Glucose—Advance 10c cwt.
 Beans—Steady Demand.
 Tea—Market is Strong.
 Dried Peaches—Good Demand.
 Rice—Scarcity in Cheaper Grades.

Toronto, March 11, 1909.

Brokers and wholesale merchants are all agreed that the coming year will bring improved business conditions. The outlook is indeed very bright. Collections are, however, reported but fair. As anticipated last week the price of

sugar advanced here. This occurred on March the fourth and amounted to 10 cents. It followed the advance in the United States mentioned last week which was due to raws going up.

The reduction in starch referred to last week was not a natural one, but purely local. Back to its former condition in a short time is not unlikely. Glucose on the other hand has advanced 10 cents per cwt. due to the high price of corn.

The market in tea this week is very strong with the probability that it will be still stronger. Dried fruits, principally prunes, peaches and Valencia raisins are good sellers. Canned peas and probably corn will be short.

SUGAR—On March 4th sugar advanced 10 cents, as was expected. The demand has been firm, the advance here following that on New York mentioned in last week's issue. It was due to a rise in the price of raws. Another advance would be no surprise.

Crystal Diamonds, large	5 75
" " half barrels	5 85
" " boxes, 100 lbs.	5 95
" " 50 lbs.	6 05
" " 25 lbs.	6 25
" 5-lb. cartons, boxes 100 lbs.	8 10
St. Lawrence Crystal Diamond Domino, 5 lb. ctas	8 20
Parisumps, in 25-lb. boxes	5 65
" in 100-lb. "	5 55
" in 25-lb. boxes	5 85
Red Seal	7 10
" Lawrence granulated, barrels	4 60
" Beaver granulated, bags only	4 30
" Redpath extra granulated	4 60
" Imperial granulated	4 30
" Aundia granulated, (bags and barrels)	4 50
" Wallaceburg	4 40
St. Lawrence Golden bbls.	4 20
" Bright coffee	4 50
" No. 3 yellow	4 40
" No. 2 "	4 30
" No. 1 "	4 20
Granulated and yellow, 100-lb. bags 5c. less than bbls.	.....

MOLASSES AND SYRUPS—Last week's quotations in these markets still prevail, though the molasses market is a shade easier. The reduction in starch announced last week has no effect on the syrup market.

Syrups	.....
Bright	0 30 0 35
"	0 40 0 45
2 lb. Tins, 2 doz. in case	2 40
5 " " "	2 75
10 " " "	2 65
20 " " "	2 60
Barrels	0 (3)
Half Barrels	0 03
Quarter "	0 02
Pails, 38 1/2 lbs. each	1 75
" 25 "	1 35
Maple syrup—	.....
Gallons, 6 to case	4 50
" 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 50
Molasses—	.....
New Orleans, medium	0 30 0 35
" bbls	0 28 0 30
Harbadoes, extra fancy	0 45
Porto Rico	0 45 0 50
West Indian	0 51 0 55

TEA—The tea market is very strong this week and the tendency is for a still stronger market. All grades seem to be affected. One wholesale grocery firm states that there is a good demand now for bulk tea from the retailers.

DRIED FRUITS—The market in prunes is reported bare, so far as some sizes are concerned, but full lines are expected soon. There is a good demand for prunes and especially good for dried peaches, which have eased off in price. Dried apples and apricots are only in fair demand. Currants were scarce, but are not at the present time. One wholesale grocery firm in speaking of the raisin situation said: "We never sold so many raisins as we did this year." The call for Valencias is splendid.

Bosnian prunes are on the market here and are reported to be good sellers.

Prunes—	r. r. b.
30-40's, 25-lb. boxes	0 10 1/2
40-50's, 25-lb. boxes	0 09 1/2
50-60's, " "	0 08 1/2
60-70's, " "	0 08 1/2
60-70's, 50-lb. boxes	0 08 1/2
80-90 " "	0 07 1/2
90-100, " "	0 07
Apricots—	.....
Choice, 25-lb. boxes	0 12 1/2
Fancy, " "	0 16
Candied and Drained Peels—	.....
Lemon	0 10 0 11 Citron
Orange	0 10 1/2 0 12
Figs—	.....
Elmes, per lb.	0 08 0 10
Tappets, " "	0 03 1/2 0 04
Bag Figs	0 03 1/2 0 04
Dried peaches	0 07 1/2 0 08 1/2
Dried apples	0 07 1/2
Currants—	.....
Fine Millar	0 06 1/2 0 07
Vostizane	0 08 1/2 0 09
Patras	0 08 0 08 1/2
Uncleaned, to less	.....
Raisins—	.....
Sultans	0 07 1/2 0 09
" Fancy	0 11 0 12 1/2
" Extra fancy	0 14 0 15
Valencias	0 05 1/2 0 06
Seeded, 1-lb. packets, fancy	0 08
" 16 oz. packets, choice	0 08
" 12 oz. "	0 07 1/2
Dates—	.....
Hallowes	0 05 1/2
Fards choicest	0 08
Sairs	0 05
" choice	0 07 1/2

NUTS—There is a steady demand for shelled nuts, but not much for any others.

Almonds, Formigetta	0 12 1/2
" Tarragona	0 13
" shelled	0 30 0 32
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 18
Filberts	0 10
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

RICE AND TAPIOCA—Rice is still reported scarce and it is almost impossible to get some of the cheaper varieties. There is not much demand for tapioca and less for sago. Twenty pounds of tapioca to one of sago, is one man's estimate.

Standard B, from mills, 5c. lbs. or ov. r. f.o.b., Montreal	2 95
Rangoon	0 03 1/2 0 03 1/2
Patna	0 35 1/2 0 05 1/2
Japan	0 05 1/2 0 06 1/2
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 01 1/2

SPICES—The spice market remains the same as last week.

Peppers, bla p re.	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 14
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 25 0 30
Cloves, whole	0 28 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS—There is still a good call for beans and the prices remain firm as last quoted.

Beans, hand picked	2 25
" prime No. 1	2 00
" Lima, per lb	0 07 1/2

EVAPORATED APPLES—For this article there comes a good demand from lumber and construction camps. Evaporated apples are quoted at 7 3/4c.

Evaporated apples	0 07 1/2
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Because a clerk goes wrong is no sign that he hasn't in him the making of a better man than some you haven't found out. Think it over before you turn him loose with no recommendation but a bad character.

WESTERN WHEAT INTERESTING

In Restless Condition During Last Week—Dry Weather of Last Autumn Not Advantageous—West Wants Ontario Oats and Ontario Horses —Government Ownership of Elevators.

Winnipeg, March 9.—The wheat situation has been the leading interest for another week and bids fair to hold the centre of the stage until navigation opens at least. Winnipeg is at present a narrow and easily influenced market, so that it goes up and down with almost equal rapidity. It broke Thursday and Friday and showed on Friday night a drop of 4½ from the high point of the month for May, but on Saturday, with apparently no reason, it rallied 2c. This was mainly on a big buying order of one brokerage firm and was supposed to be for one local speculator only.

The high prices of the earlier days of last week certainly increased the receipts passing Winnipeg, and though lines of elevators report that receipts are still light, they are certainly increasing. There seems always wheat to be dug up once the price is high enough.

The advance in prices has put a serious check on export trade, but some fifteen to twenty loads was worked on Friday night, and was sold on the bid received on offers sent out on Thursday when the market was at its high point, by Saturday morning cables were so much lower that with the reaction of 2c it was impossible to do business.

The milling trade presents some interesting features. Pretty close inquiry goes to show that both of the largest milling companies still need to buy wheat and a good many are speculating as to whether the failure to agree to put up the price of flour in proportion to the recent advances in wheat, bears any relation to the fact that they need more wheat and have been waiting for the slump. It was pretty generally understood they were buyers on Friday when the market reached its low point and indeed are buyers right along when there is any break in the market. Reports reaching here from Ontario indicate that the stocks of Ontario millers are lower than usual and that they, too, have been hoping for a slump in Western wheat prices.

Autumn Damage to Wheat.

The U.S. Government report of Monday is being awaited with considerable interest as the recent crop news from the winter wheat states has been bearish, or rather more bearish than expected. There are a good many Winnipeg grain men touring in the south at present, as is usual during February and March and letters and wires from them indicate that damage to winter wheat is really serious. The damage being largely that, at the time the wheat was planted the ground was so fearfully dry that a very large quantity, many thousand acres, was blotted out and never replaced. In

many parts of the winter wheat states the weather continues extremely dry and some of the most conservative of the Winnipeg dealers, who have been quietly gathering information for some weeks, hold a very unfavorable opinion of the winter wheat crop. The condition of the United States winter wheat crop is unquestionably the leading factor in whether our wheat will or will not go higher.

Oats have continued to develop interest during the week and the outlook is strong. The demand from Ontario has increased very materially and there are also many inquiries from the West from railway contractors.

The enormous amount of railway construction planned for the coming summer has stimulated interest in both oats and horses.

Ontario Horses Go West.

Shipments of horses from Ontario have been heavy of late and there have been one or two auction sales at which the prices realized were good but the best trade is being done quietly in the big sale barns. One house sold 45 horses in less than a week and the demand is certainly good. Dealers complain that they cannot get as many good heavy horses from Ontario as are required for the Western trade.

The movement in the direction of railway construction has helped the price of hay also, but only for freshly baled hay. Hay that was baled in the fall with the view of supplying lumber and wood camps continues a drug on the market and many who speculated in the baling of hay will lose considerably. The long spells of extremely mild weather have also materially lessened consumption among the farmers themselves.

Millinery Openings.

It is a far cry from oats and hay and horse to millinery openings, but all have their place in the situation in the West just now. The spring openings of both the wholesale and big retail houses were all held during the past week and the department stores also held openings of spring costumes and suits. Wholesale men and retail alike agree that it has been the best opening season for several years. The weather was exceptionally fine and mild, there was a large attendance of milliners from country points at the wholesale openings and they bought largely of good stuff. Retail men declare also that this spring the amount of orders actually placed on the opening days was exceptionally large.

Spring millinery and suit openings are generally considered a pretty good

barometer of trade conditions and certainly the barometer showed a strong upward tendency in the volume of trade.

It looks very much as if the Roblin Government, which prorogued this week, wanted to shut off inquiry into many of their little doings which have been actively pushed by the Opposition, as there is still a large amount of business that has not received adequate attention and the session was exceptionally short. The present attitude of the Roblin Government is to throw the whole onus of the ownership of elevators on the Dominion Government. The argument has been hot along this question and also along the line of compulsory education.

In the matter of the Government ownership of interior elevators, in spite of the monster petition presented to the Government asking for them, there are not lacking signs that the more intelligent and thoughtful of the farmers are in no haste to have this question decided off the bat. It involves too much and is too radical to be dealt with in a hurry. The chief indication of the awakening of farmers along that line is the increasing number of letters on the subject to the daily and weekly papers.—H.

MANITOBA MARKETS

Winnipeg, March 9.—Many new lines of goods are being introduced and great confidence is shown regarding future trade. Wholesalers report last week business to be very satisfactory. Prices have advanced on sugar and rolled oats, but show a decline on starches.

The continued mild weather has had much effect in reducing egg prices.

SUGAR—The market is strong at the following advanced prices:

Montreal and B. C. granulated, in DOM.	5 10
" " in sacks	5 05
" yellow, in bbls.	4 70
" " in sacks	4 65
Wallaceburg, in bbls.	5 00
" " in sacks	5 05
B. C. gunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-2's	5 03
" hard pressed lump, 25's, per cwt	6 25
" " half bbls., per cwt	6 60
" icing	5 90
bar sugar	6 10
icing sugar in bbls.	5 70
" " in boxes	5 90
" " in small quantities	6 20
Powdered sugar, in bbls.	5 40
" " in boxes	5 70
" " in small quantities	5 70
Lump, hard, in bbls.	6 05
" " in 4-bbls.	6 15
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES — There are no new features of interest in the local syrup situation. Prices continue as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 16
" " 5-lb tins, per 1 " "	2 60
" " 10-lb tins, per 1 " "	2 43
" " 20-lb tins, per 1 " "	2 55
" " 1 barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" " 10 " " 1 " "	3 30
" " 20 " " 1 " "	3 20
Barbadoes molasses in 1-bbls, per lb	0 04½
New Orleans molasses in 1-bbls, per lb.	0 03½
Porto Rico molasses in 1-bbls, per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" " 1 gal. betts., each	0 35
" " 1 gal. betts., each	2 25

MAPLE PRODUCTS — Selling very slowly. Prices continue as below:

Sugar, 25 lb. boxes, 1/2 and 1/3	3 00
Syrup, gallons 1/2 doz. to case, per case	5 60
" " 1 doz. to case, " "	6 15
" " 1/2 doz. to case, " "	6 60

Hamilton Grocers Alive to the Times

Bain and Adams, a Firm That Has Made Systematic Advancement to Their Present High Standard—They Cater to the Best Class of Trade—Advertising and Window-Dressing Among Their Methods—Two Telephones Kept in Use—Have Prompt Delivery Service.

Hamilton, March 10.—With such a history of progressiveness as that which has attended Bain & Adams, 89-91 East King St., Hamilton, any grocery firm might well be proud. But when one turns over in his mind the methods by which A. G. Bain and later Mr. J. Adams, with his present partner, A. J. Adams, conducted their store, he does not wonder at success following their efforts. Their advancement from that of a moderate business to a now leading and first-class establishment, has been watched with a keen interest by many Hamilton people.

Previous to the last three and one-half years, the business was carried on in a most successful manner under the sole management of A. G. Bain, now

have the live and aggressive firm of Bain & Adams.

This firm is truthfully named high-class grocers, being large importers of seasonable novelties, etc., as well as extensive buyers of tropical fruits and vegetables, consisting of strawberries, pineapples, plums, tomatoes, lettuce, celery, sweet potatoes, etc., these arriving weekly in four shipments. As well as imported fruits, they handle only the best of our local grown, and advanced and hot-bed specialties, which enable them at all times to cater to a high-class trade.

Extensive Advertisers.

As advertisers, Bain & Adams are novel and original. A daily change ap-

tailer. They also cater to a large trade in bulk form.

Make Neat Arrangements.

A delicatessen counter, showing some very choice cooked meats, fancy cheese, exceptionally fine bacon, lard, butter, new laid eggs, and out-of-season delicacies, is well arranged, and a marvellous trade is here transacted in a comparatively small space.

Bain & Adams are doing an immense liquor and wine business, and being direct importers of same, are in a position to cater to all classes of trade.

Have Two Telephones.

Another striking feature of this store is their telephone trade, which has been developed most successfully. Two tele-



An Interior View of Bain & Adams' Grocery Store, Hamilton, Ont.

senior partner of the present firm. Mr. Bain, seeing the great future which could be obtained, by a high and general class grocery, and who, at this time was doing more than the average man could satisfactorily accomplish, decided to still further increase his business, by sharing his interests with a partner, consequently A. J. Adams, the former widely-known representative of the H. J. Heinz Co. for Western Ontario, received the proposition to become a partner. His wide experience had taught him the lesson of "opportunity," and he assumed the responsibilities of partner—hence we

appears in all three city papers, a marked feature being that prices are not quoted. They also issue a useful catalogue, which is published for the convenience of customers and camping parties. Their own brand, viz., "The Bain Brand," is applied to many leading lines, a very noticeable example being their package tea. They also, of course liberally stock package teas of other packers. The same brand refers to a splendid range of olives, of which this firm are extensive handlers. Statistics show one of their recent shipments to be the largest ever entering Hamilton by any re-

phone lines are kept constantly busy, and the enormous business which is being transacted daily in this way, and the correctness and care which must necessarily follow to retain such a connection, can only be appreciated by those who have a similar trade to handle.

Believe in Window Displays.

No small amount of attention is paid to the window-dressing by this energetic firm. They are strong believers in "goods well displayed are half sold," and it would serve as an object lesson to any professional window-dresser to

pay a visit at any time, and note the good taste and judgment here manifested.

The order and delivery section of this store is strictly systematic. The orders are handled by a special staff, whose duties are solely the preparation of same, consequently accuracy and promptness is unquestionable. From this room they are handed to the delivery department, whose requirements are six busy wagons, tastefully decorated, the name of the firm in a conspicuous place, and one ad. only appearing, viz., "Bain's 5 o'clock tea," which makes a traveling advertisement.

Alive to the Times.

In conclusion we venture to say there are few who can excel this firm in regard to their being live and up-to-date grocers. The Bain & Adams store is surely one of which Hamilton is proud, and all hearty congratulations are extended this esteemed firm.

BACTERIA IN EGGS.

**A Claim That It Passes Through Shell—
How One Firm Prevents This.**

A firm in the North of England claims to have a new way of preserving eggs. It is based on the theory that an egg decomposes because of bacteria entering through the pores of the shell. Under the new process, the egg is first disinfected, and then immersed in a vessel of

hot paraffin wax in a vacuum. The air in the shell is extracted by the vacuum, and atmospheric pressure is then allowed to enter the vessel and press the hot wax into the pores of the shell, sealing it hermetically.

The above paragraph, states a writer on the subject, might strike some as wild theory. The idea of bacteria passing through the pores of an egg shell and contaminating the interior, sounds, perhaps, at first to be absurd, but several years ago there were stored in one of Boston's great cold storage warehouses in one room eggs and in another room lemons. The rooms were separated by a thick brick wall partition. When the eggs were taken from cold storage and distributed, complaints began to come in that they were flavored with lemon and the cold storage company actually had a suit brought against them for damages by the owners of the eggs. Whether the flavor of the lemon in connection with the eggs was imaginary or not, cannot be said, but the subsequent action related above is true.

REPRESENTS LONDON FIRM.

H. Becker, of Becker & Co., London England, is making a trip to Montreal and Toronto in the interests of his company's goods—candied peels, alimentary pastes and glace fruits. He spent a few days in Toronto this week. Mr. Becker is arranging for a representative in this

market. In this present trip he went as far as Chicago, and was much pleased with the amount of business he had done. Wm. Forbes, of Montreal, represents his company in the east. He was very much impressed with the business possibilities in Canada, and he looks forward to a large trade. Mr. Becker belongs to an aggressive firm which recognizes the great future of this country.

CATALOGUES AND BOOKLETS.

Manufacturers and wholesalers are requested to send catalogues, booklets, etc., to The Grocer in order that it may be announced to the retail trade that they have been issued. Retailers in sending for catalogues referred to, should mention this paper to show they are in the trade and they should be read thoroughly by them on account of their educative value. Often they may be able to secure new ideas.

H. J. HEINZ Co.—In an attractive little booklet issued by the H. J. Heinz Co., Pittsburg, the progress of the company is concisely set forth. It is handsomely illustrated by cuts of the present buildings, interiors of the various departments and also the establishment of the company when it first began business. The illustrations are finished off in sepia. The booklet presents some valuable information to readers, the farms on which the raw material grows being also shown.

William H. Dunn, Montreal, has recently been appointed sole distributing agent in Eastern Canada of the products of the National Licorice Co. of Brooklyn.

G r o c e r s

Make Your Wants Known
BY ADVERTISING IN

The
Canadian Grocer

Through this paper you reach the retail trade, and let those interested know what you want to sell or buy. We circulate among those who read this kind of wants.

SEE PAGE 69

Diamond Finish

You Should Sell

The American Dressing Company's
Polishes and Dressings because
they are the best.

They are always asked for again.

Diamond Finish, Liquid.
Boulevard, Liquid.
Peerless Black, Combination.
Royal Russet, Combination.
Diamond Shoe Polish.
Vit Shoe Polish.
Diamond Harness Liquid.

Manufactured only by

The
American Dressing Co.
Limited
MONTREAL



For Ladies' and
Children's
Boots and Shoes.

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THOUSANDS OF GUESTS

Many Ladies Attending the City Dairy Inspection Luncheons.

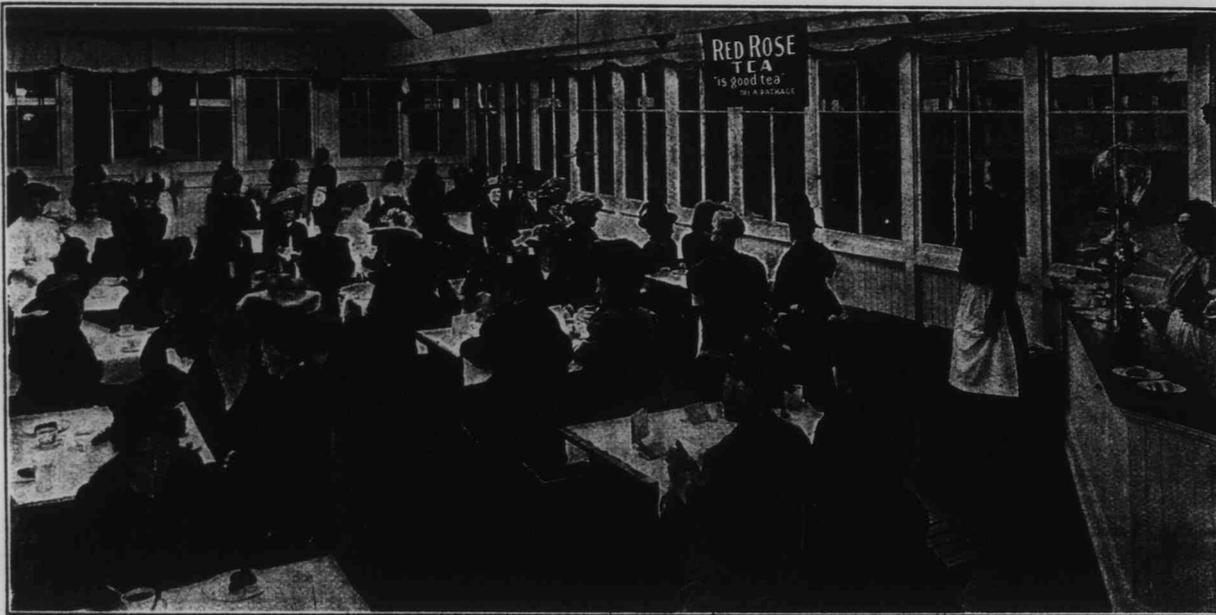
To entertain at inspection luncheons a large proportion of the housewives of Toronto is the immense task undertaken by the City Dairy to show that its watchword, "cleanliness, purity, quality," is lived up to in every process of the great plant. The luncheons are being served three afternoons a week and the appetizing menu is as follows:

very best tea they could get, and asked the Red Rose Tea Company to provide Red Rose, which, in a few years, by its distinctive quality, has won such wide popularity among the people who are particular about their tea. Their services are rewarded by the often heard comment: "My! what delicious tea." After the luncheon the guests are shown

of ice cream, enough ice cream to give every individual in Toronto eight large dishes.

The City Dairy has won the confidence of the citizens by living up to its motto, "Milk good enough for babies," and its success is due largely to the keen business capacity, executive ability and high ideals of the General Manager, Charles Ed. Potter.

Toronto is famed among leading dairymen in the large American cities as the home of the finest dairying plant on the continent. But the City Dairy's fame has gone round the world. The



INSPECTION LUNCHEON GIVEN BY CITY DAIRY, TORONTO.—Reproduced from Toronto Sunday World.

Rolls and Butter	Cream Cheese
Milk	Red Rose Tea
Charlotte Russe	Ice Cream
	Little Cakes.

The plant includes a bakery presided over by an expert French pastry cook, and every article on the menu is City Dairy product, except the tea. The management were anxious to serve the

over the dairy and every department is seen in operation, and is particularly explained.

The City Dairy supplies 12,000 families with milk and cream every day and most of them before breakfast. Involved in this work is the washing, filling, capping and delivering of 5,300,000 bottles each year. In the same time the dairy makes and sells 250,000 pounds of butter and 2,500,000 good-sized dishes

visitors' register bears the names of leading dairymen, scientists, and Government experts from all of the five continents and Australasia. Many of these visitors have recorded their opinions. The one by A. Mitchell of Ayr, Scotland, is typical of many others: "Have seen a good many dairies in Scotland, England and Ireland, also Denmark. None so complete in every way as this one."

HARMFUL TO STRAWBERRIES.

Open Weather of Past Winter May Have Bad Results—The Plants Need Protection.

S. Edgar Masten, of the Farmers' Canning Co., Bloomfield, Ont., was in Toronto this week and when asked regarding the fruit crop outlook stated that as yet it was rather early in the season to make any positive assertions. He had no reason to think that damage to any noticeable extent had been done to fruit trees, but on account of the lightness of the snow fall during the winter, he considered that there would be harmful consequences to the strawberry crop. The peculiar climatic conditions of the past two months would have a disadvantageous effect on the plants which need considerable protection from the snow.

He spoke with the county of Prince Edward and neighboring counties in view and while that district raised some splendid strawberries it was not so essential to the supply as the Niagara peninsula.

Mr. Masten is very optimistic regarding a renewal of former good trade conditions and predicts a splendid season.

TRADE NOTES.

Henry Moorish, grocer, Hamilton St., Goderich, has taken in Henry Snyder as partner.

B. Trudel, of L. Chaput Fils & Cie., Montreal, was a caller on the trade in Toronto this week.

Stuart, Watson & Co., Winnipeg, have changed the name of their firm to Watson & Truesdale. They are wholesale commission brokers in Winnipeg.

Mrs. A. J. Weir, Bridgetown, N.S., has sold her stock of groceries, fruit and confectionery to Mrs. S. C. Turner.

Crawford Powis, of Anderson & Powis Co., has been ill for some days but his recovery is anticipated in the near future.

The grocery business of J. H. Rodman, Huntsville, Ont., has been purchased by Chas. Laudell, who will conduct an up-to-date grocery and confectionery business.

Daniel A. Morrison, William F. Holmes, of Amherst, N.S.; David W. Puddington, Allan H. Wetmore, of St. John N.B., and Archer C. Puddington, of New York, are applying for incorporation as Puddington, Wetmore, Morrison, Ltd., to conduct a wholesale grocery business, with head office in St. John, N.B.

THE PURE FOOD QUESTION

is of as much importance to you as it is to your customers. Your reputation and success depend upon the kind of goods you sell. A good stock of

HEINZ 57 VARIETIES Pure Food Products

(The kind that contain no preservatives)

is always found in stores where quality is considered, because they are the best of their kind. Pure, clean-made and good. You can no risk in handling Heinz goods. They comply with all food laws and are guaranteed to please the most particular people.

Anything that's  is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

Eggs

We Buy and Sell

Butter

We Buy and Sell

Cheese

We Buy and Sell

Write Us for Prices

F. W. Fearman Co.

LIMITED

HAMILTON

Plain Figures that
prove the Superior
Quality of



Reindeer Milk and Jersey Cream

	Butter Fat
Reindeer Milk	8.61
Highest of other Brands	8.00
	.61

Reindeer Milk 7½% richer

Jersey Cream	8.05
Highest of other Brands	7.10
	.95

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

The Truro Condensed Milk Co., Ltd., Truro, N.S.

New Laid Eggs

We are buyers F.O.B. your station.

Get in touch with us.

Roll Bacon

Mild cured. Just the thing for breakfast these mornings with New Laid Eggs. Get our prices.

The WM. RYAN CO.

LIMITED

70-72 Front Street East

Toronto - Ont.

Produce and Provisions

Stocks of Cheese Reported Small in Old Country—Siberian Butter on the English Market — Price of Cured Meats Advance in England—Few Old Eggs on Canadian Market.

Cheese is in a strong position, and the prospects point now to a strong finish of the season. Receipts at Montreal for the season since May 1, 1908, to the present time, have been 1,958,947 boxes against 2,053,905 boxes, for the corresponding season of last year. Reports from the Old Country, state that stocks are small there, but buyers do not seem very keen, so prices have remained unchanged. Buying is chiefly for immediate requirements, and holders are asking good prices, as they know the situation cannot change for some time. The New Zealand product is not arriving any too freely, at the present moment.

Considerable butter has been sent out of the country therefore the market is in a more healthy condition now, than for some time. Although stocks are pretty liberal, it is beginning to look as if all this surplus stock would be required before the beginning of the new season. Some even think that we will see some stiff prices yet. Reports from the old country state that stocks there are not large. Trade, however, is decidedly dull. There is a lot of Siberian stock on the market, which is exerting a depressing effect. The supply of colonial is fast disappearing. Receipts of butter at Montreal for the season, since May 1, 1908, have been 419,624 packages against 415,483 packages, for the same period of last year.

The prices of cured meats in England have advanced, so that it would now pay our packers to export, but on account of the scarcity of hogs and the active demand here, they are not prepared to take advantage of it.

Egg trade is in a healthy condition. The supply and demand nicely balance each other, and there are no complaints about the quality, as there are no old eggs on the market now.

MONTREAL.

PROVISIONS—A feature of the provision trade is the strength of the live hog market and prices have advanced 15 cents per 100 lbs. The demand is good from packers and supplies coming forward are ample to fill all requirements. An active trade was done and sales of selected lots were made at \$7.75 to \$7.80 per 100 lbs., weighed off cars. In sympathy with above, prices for dressed stock were marked up 25 cents per 100 lbs., with sales of abattoir fresh killed at \$10.50 to \$10.75, Manitoba dressed at \$10 to \$9.50 per 100 lbs. Lard, both pure and compound, is firm and advances in the near future are expected.

Compound Lard—	
Tierces, 375 lbs.	0 09
Parchment lined boxes, 50 lbs.	0 09
Tubs, 50 lbs.	0 09
Wood pallets, 20 lbs net.	0 09
Tin pallets, in cases	0 19
Heavy Canada short out mess pork, in bbls.	23 00 23 50
Selected heavy Canada short out clear boneless pork	24 00 24 50
Very heavy clear pork	25 50
Plate beef, 100-lb bbls.	7 75
" 200 "	15 00
" 300 "	22 00

Pure Lard—	
Tierces, 375 lbs.	0 12
Boxes, 50 lbs., grained.	0 12
Tubs, 50 lbs.	0 13
Pails, wood, 20 lbs., parchment lined.	0 13
Tin pallets, 20 lbs., gross.	0 13
Cases, tins, 10 lbs. each.	0 13
" " 5 "	0 13
" " 3 "	0 13
Dressed hogs, fresh killed	10 50 10 75
Manitoba	10 00 9 50

BUTTER—The local market is somewhat firmer in tone under an improved demand. Since our last quotations, the market slumped again, but is now getting back to a more firm basis.

Fall creamery, solids	0 22
Fresh Creamery, solids, lb.	0 21 0 22
" prints, lb.	0 23 0 23
Dairy, tubs, lb.	0 16 0 17
Fresh lard, c roll.	0 18 0 19

CHEESE—There is a good healthy demand for cheese, and the market has advanced slightly.

Cheese, old	0 15 0 16
" large	0 13 0 14
" twin	0 13 0 14
" small	0 13 0 14

EGGS—The egg situation remains firm, and demand is exceedingly good, with limited supplies.

New laid	0 26 0 28
Pickled	0 25

HONEY—The demand for honey is fairly good, and the undertone to the market remains firm.

White clover comb honey	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

POULTRY—The trade in dressed poultry is quiet. Supplies are small and prices have firmed up for turkeys.

Spring chickens, per lb.	0 17 0 18
Hens, per lb.	0 12 0 13
Young ducks, per lb.	0 12 0 14
Turkeys, per lb.	0 19 0 20
Geese, dressed	0 10 0 12
Ducks	0 12 0 14

TORONTO.

PROVISIONS—Hogs are still scarce. The supply hardly sufficient to meet the local demand, which is constantly increasing. The high quality of our bacon is the cause of the good demand.

Long clear bacon, per lb.	0 12 0 12
Smoked breakfast bacon, per lb.	0 14 0 15
Stoll bacon, per lb.	0 14 0 11
Light hams, per lb.	0 13 0 14
Medium hams, per lb.	0 13
Large hams, per lb.	0 10 0 10
Shoulder hams, per lb.	0 16 0 16
Bacon, plain, per lb.	0 16 0 17
" pea meal	20 00 20 00
Heavy mess pork, per bbl.	23 00 23 50
Short out, per bbl.	0 12 0 12
Lard, tierces, per lb.	0 12 0 13
" tubs "	0 13 0 13
" compounds, per lb.	0 08 0 11
Dressed hogs	0 09 0 09
Live hog, f.o.b.	6 75 6 00

BUTTER—One dealer on Wednesday morning expressed the condition of the butter market as being "sick." Last week it was reported as demoralized. All hope of evading a loss is abandoned, and the most of those who have refused much higher prices some time ago are now letting it go, and take what they can get. Some creamery solids for which 25c was refused not long ago have

been sold at 20c. Liberal consignments came in from country storekeepers, who have to face serious losses. No doubt this will have a good effect in the quality of the butter in the future. Some times it takes severe lessons to teach people to consider the fact that consumers will not continue very long to pay their money for goods which are not good enough to use. The butter must be made better, the country storekeeper must get out of his old habits, and the people will use all the butter the country can produce at good paying prices. Good butter creates its own demand.

Creamery prints	0 21 0 26
Creamery solids	0 22 0 24
Farmers' separator butter	0 23 0 23
Dairy prints, choice	0 18 0 20
" ordinary	0 17 0 19
" tubs, choice	0 17 0 18
Large rolls	0 17 0 18
Baking butter	0 14 0 16

CHEESE—The stock on hand is light, with good demand, at an advance of a quarter of a cent per lb. this week.

Cheese, large, prime	0 13 0 14
" twins	0 14 0 14

HONEY—Very little honey is moving. Instead of honey, maple syrup will now be used.

60-lb. tins	0 11 0 11
Smaller sizes, tins and bottles	0 10 0 12
Combs, doz.	1 50 2 50

POULTRY—Although out of season, some poultry is still coming in, which is readily picked up at good prices.

Spring chicken, dressed	0 16 0 20
alive	0 13 0 17
Hens, per lb., dressed	0 12 0 14
Turkeys, per lb., dressed	0 18 0 20

EGGS—There are no held eggs on the market, and the demand must depend entirely on new laid eggs. The receipts are increasing from day to day, varying a few cents as the weather changes. During the cold snap a few days ago, they went up again to 30c, but are now down to 25c and 26c. Owing to the large demand it is not likely that they will be much lower before Easter.

New laid	0 25 0 26
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SELLING SUGAR ABROAD 2c UNDER NEW YORK.

The duty imposed on sugar imported into the United States is a live problem among the wholesale grocers across the line. A committee of wholesalers has been formed to urge a reduction of the duty, as they claim the tariff tax is not needed. In a communication which the secretary of the committee, F. C. Lowry, sends to its members to be placed before the representatives of Congress, he points out that the American Sugar Refining Company has recently sold considerable quantities of sugar for export at nearly two cents per pound less than the price quoted in the domestic market, thus showing that the tariff is not needed by the refiners. He further says that the

high rate of tax is not justified as a protective tariff as shown by the fact that our refiners can compete on a free trade basis with foreign refiners in neutral markets.

C. E. Moyle has been appointed as representative for E. W. Gillett Co., Toronto, in Alberta, British Columbia, east of Revelstoke, and North Saskatchewan. He was sales manager for the company in Toronto, for some years, and also looked after their jobbing interests in the city. He has been succeeded as sale manager by J. H. Teakle.

Wanted in Toronto

Young man—exceptionally thorough experience—will be glad to hear from manufacturer or specialty house who might wish to appoint an agent or salesman in Toronto.

Highest References.

Box 294, CANADIAN GROCER,
Toronto

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
125 Adelaide Street E., Toronto

ESTABLISHED 1892

Rutherford, Marshall & Co.
Wholesale Produce and Commission Merchants,
TORONTO, ONT.

Solicit Correspondence. Always
buyers of Dairy Products.
Write us before selling.

SPRAGUE

CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

USE OVAL WOODEN
BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

GROCERY ADVERTISING.

How Advertisers in Switzerland and Britain Bombard the People.

From Merchant's Review.

"The reason why some of our domestic manufacturers think they need protection is perhaps more due to insufficient advertising of their wares than to anything else. Some of them plume themselves, and justly, upon the volume and high efficiency of their advertising, but our best in advertising is inferior to the European best.

"A writer in Louisiana Planter says: 'No traveler can fail to be impressed, for example, in Switzerland, with the enormous amount of advertising done by the manufacturers of chocolate. It is safe to say that no business in the miniature republic spends so much money for advertising as this class of men. They vie with one another to have the largest signs, they bombard the people in the papers with display advertisements, all the street cars must have it and statistics show that more chocolate is consumed than ever.'

"Have you noticed how our own food manufacturers 'bombard' the people? Take the American Sugar Refining Company, the big coffee roasting concerns, the large tea importing houses, and notice the feebleness of their advertising bombardment.

"The British advertisers of grocers' specialties could give our own manufacturers some valuable pointers. They use the trade papers more freely than their American cousins are using them, and show greater enterprise as advertisers in every field."

Why, Brother Small, did you not include the wholesale grocers? We know of no trade in which less "bombarding" is done than by the wholesale grocers. It may be that they are under the impression that in the publications published in their interests (for which the manufacturer in a good many instances pays the cost) is sufficient and all that is necessary.

What a grand opening there is in this city for a wholesale grocer who would use printer's ink. It would not be long before he would have his competitors sitting up and taking notice in order to keep their trade.

ELECTRICITY IN FRUIT.

Experiments Made in England Indicate That Electrified Areas Enhance Production.

London, England, March 8.—Some experiments have been made in the vicinity of Bristol, England, to decide whether or not electricity has any influence in forcing the growth of fruits, wheat and vegetables. In order that the effect might be correctly estimated, two crops were grown under similar conditions, one with and the other without the help of electricity. Surprising results have been obtained. In the case of strawberries,

on the first pickings 40 per cent. more fruit was gathered in the electrified than in the unelectrified area, which proved also on analysis to contain nearly twice as much sugar. With regard to tomatoes grown out of doors, the early ripening was remarkable, and the yield was 30 per cent. better on the electrified than on the check plot. Wheat in an electrified area of 7.675 acres yielded 32.5 bushels per acre, as compared with 26.15 bushels per acre in the area not so treated.

Some experiments have been carried out in greenhouses also, chiefly devoted to cucumbers, with which the first results of electrifying was earlier bearing, the first month's picking having been found to yield double the quantity obtained from the check pot. This great acceleration, however, did not seem to exhaust the plants, which not only began earlier, but also continued to bear much later than those grown under normal conditions.

It will be seen that if growers can, by means of electricity, place their goods on the market early before a possible glut takes place, much better prices will be obtained than in the ordinary way. It may be asked whether or not the increased outlay on the apparatus is justified by the returns, but at Evesham, where extensive experiments have been carried on during two or three seasons, the growers are more than satisfied.

TIN PLATE DUTY.

It is reported in New York city that the Ways and Means Committee has practically decided not only to retain the present rate of duty on foreign tin plate which is 1½c per pound, but to provide that no drawback shall be allowed on such tinplate when exported in the form of cans and other packages containing the products of the farm and factories. It is stated that the effect of the removal of the drawback privilege from foreign tinplate would probably be to cause the Standard Oil Co. to abandon its great case-oil plants in this country and ship its oil in bulk to Wales to be put into cans there.

FIRST USE OF COFFEE.

The initial using of coffee is ascribed to the superior of a monastery in Arabia, who, desirous of preventing the monks from sleeping at their nocturnal service, made them drink infusions of coffee, upon the report of shepherds, who observed that their flocks were more lively after browsing on the fruit of the coffee plants. It is claimed that black coffee, dripped, is less injurious than coffee served with cream, but the latter will not be so injurious if allowed to stand until it forms a scum on the cup, which can be lifted off. If you purchase ground coffee, put it in a glass bottle and cork it. It will retain its strength for years if kept in a tightly-sealed tin. If exposed, the aromatic oils evaporate, leaving a tasteless, woody bean.



A Good Storekeeper

studies his stock and sells only those goods he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good" brands and imitations of standard articles.

MAGIC BAKING POWDER

is the kind that pleases the people.



ESTABLISHED 1852.

 Merchants should recommend food-products that are produced in **clean** factories.

Do Not Turn Customers Away!

Clark's Corned Beef, Ox Tongue, Pork and Beans and Potted Meats are being advertised from Coast to Coast.

The demand for these well-known goods is constantly increasing.

Co-operation with us will pay you best.

Do not turn customers away because your stocks of these goods are not complete.

Let us have an order from you now.

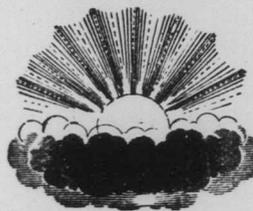
WM. CLARK

Manufacturer

MONTREAL

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

Kentucky Refining Co., Inc., Louisville, Ky.

Cotton Seed Oil

Represented by:—CHAUSSE & CO.

17 ST. GABRIEL ST.,

MONTREAL

The Name

Cowan's

on Choco'ate Confections stands for clean, honest manufacture—absolute purity—wholesomeness—and, above all, captivating flavor.

MAPLE BUDS,
CHOCOLATE CREAM BARS,
MILK CHOCOLATE MEDALLIONS,
NUT MILK CHOCOLATE
and many others.

The Cowan Co., Ltd.
Toronto, Canada

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Don't change to other brands if you have been selling

MOTT'S

"Diamond" and "Elite" brands of
Chocolate

If you have had trouble in satisfying your customers with other brands you can easily remedy this by stocking and selling

MOTT'S brands

For sale by all jobbers.

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:

J. A. Taylor Montreal
R. S. McIndoe Toronto
Arthur M. Loucks Ottawa
Jos. E. Huxley Winnipeg
Arthur Nelson Vancouver
R. G. Bedlington Calgary

Canadian made Licorice
Y&S BRAND
All Druggists.



SOFT MINTS—5c. boxes.
ACME PELLETS—5-lb. tins.
M. & R. WAFERS—5c. bags.
and a complete line of **LOZENGES, ETC.**
Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
VANCOUVER, J. F. Mowat & Co., 354 Water St.

By Royal



Letters Patent

Nelson's Opaque, Brilliant,
Isinglass, Leaf, **Gelatine**
and Powdered

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards,
Fruit Puddings, Bottled Jellies, Lemonade
Crystals, and Baking Powder.

Nelson's Gelatine
and **Lozenges**
Liquorice

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

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Advance

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THE FLOUR AND CEREAL MARKETS

Advance Forecasted in Rolled Oats—Demand is Strong for Flour and the Various Cereals—Good Spring Trade Anticipated.

March 9.—The flour market seems to be quieting down somewhat. Few changes in the quotations as announced a week ago have occurred, although the demand is still firm as no lower prices are anticipated. The millers report the market brightening up and a good spring trade is expected. There is an export demand from Great Britain for low grades but little in the higher grades. Mexico still continues to take large quantities of Canadian wheat and is expected until the end of April, when the present low duty there expires. The demand from that quarter has something to do with the high price of wheat in Canada.

The demand for rolled oats is also good and as the price of oats is very firm they are likely to advance.

Prices are firm for bran, shorts and middlings with a strong demand for all of them.

MONTREAL.

FLOUR—Prices remain firm at the recent advance. There was a rumor that the big millers had gone back to the old basis but this is untrue. Trade in winter wheat patents is dull as dealers are well stocked. Millers in the West are offering more freely.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	5 00
Glenn.....	5 40
Manitoba spring wheat patents.....	5 80 5 90
" strong bakers.....	5 30 5 50
Five Roses.....	5 80
Harvest Queen.....	5 30
Sovereign, anchor brand.....	5 80
Manitoba Patent, anchor brand.....	5 30

ROLLED OATS—Rolled oats continue firm, under a good demand. There is a rumor that higher prices will prevail before long, but not much confidence is placed in this statement, as it is thought the market will be steady for some time. The price of the raw material continues strong.

Fine oatmeal, bags.....	2 72½
Standard oatmeal, bags.....	2 60
Granulated.....	2 60
Gold dust cornmeal, 98-lb bags.....	2 10
White cornmeal.....	2 00 2 05
Rolled oats bags.....	3 55
" bbls.....	5 35

FEED—There has been a strong feeling in the bran market, owing to continued good demand, and limited supply. The demand for shorts and middlings is growing larger every day, and prices are very firm. Stocks held here have been considerably reduced, so supplies are very light.

Ontario bran.....	21 50 22 00
Ontario shorts.....	25 00
Manitoba shorts.....	24 00
" bran.....	22 00
Mouillie, milled.....	25 00 27 00
" straight grained.....	30 00 33 00
Feed flour.....	1 50 1 60

TORONTO.

FLOUR—The demand for flour has been firm during the week and many in-

quiries have been received by local millers. The reason is ascribed to the fact that dealers are realizing that prices will not decline in the near future at least. The situation is brightening up considerably. It is expected by some millers that the war among Western men will soon subside and if it does advances in Manitoba may result. Toronto millers quote flour in car lots at 10 cents less than prices given.

Manitoba Wheat.	
1st Patent.....	5 70 5 80
2nd Patent.....	5 40 5 50
Strong bakers.....	5 20 5 30
Winter Wheat.	
Straight roller.....	4 80
Patents.....	4 90 5 00
Milled.....	5 30 5 40

CEREALS—Prices remain the same as quoted last week but in the case of rolled oats especially there is a strong probability of an advance. To this fact is attributed the good demand as dealers seem anxious to protect themselves against advances. Oats have been particularly firm in price recently, not having changed for some time. The same cannot be said of wheat, which shows fluctuations. In carload lots 20 cents are taken off in each case.

Rolled wheat in barrels, 100 lbs.....	2 85
" oats in bags, per bag 90 lbs.....	2 80
Oatmeal, standard and granulated, in bags 98 lbs.....	2 85
Rolled wheat, car load.....	2 65
" oats.....	2 40
Oatmeal, car load.....	2 65

STARCH PRICES.

Starch prices have been reduced in some instances. The Edwardsburg Starch Co., Limited, advise us that they made these changes so that some of their packages would be more attractive to the retail trade as they are firm believers in showing the retailer a reasonable profit on all of their goods. A careful study of the new price list will prove this point.

VISITORS AT LONDON OFFICE.

London, England, Feb. 27.—Charles E. Edmonds, Secretary-Treasurer of the Christie, Brown Co., who, with Mr. R. Harvey, vice-president of the same company, is now making some business visits in England and Scotland, called at the London office of The Grocer a few days ago. Mr. Edmonds, who has not been in his native land since childhood, in the stress of business affairs, made time to visit the town of his birth, Bideford Devon. He is expected to arrive in Toronto in a couple of weeks.

Wm. Dobie, President of E. W. Gillett Co., Toronto, has gone on a trip to the southern United States with Mrs. Dobie. Mr. Dobie was in Washington, during the inauguration of President Taft.



Have you these boxes on your shelves, Mr. Grocer? If not you are neglecting an important factor in your trade.

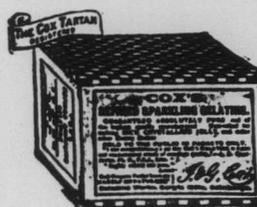
MOONEY'S PERFECTION

in the realm of Cream Sodas stand for delicacy, crispness, purity, flavor and quality—a quintette of features difficult to surpass.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



COX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs. COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

Canadian Agents
 C. E. Colson & Son, Montreal
 D. Masson & Co., " " " " " "
 A. P. Tippet & Co., " " " " " "
J. & G. Cox, Ltd
 Gorgie Mills
 EDINBURGH

AIDS IN ART OF SELLING.

Requisites to Success as Defined by John R. Butler, New York—Politeness and Neatness Necessary.

New York, March 9.—That neatness of appearance, politeness, promptness, integrity and conscientiousness of purpose are necessary to insure success for sales persons was a sentiment expressed by John R. Butler, vice-president of the Simpson Crawford Company, in his lecture at the Women's Night School, Forty-first Street and Third Avenue recently.

In the discussion of his subject, "Salesmanship or the Art of Selling," Mr. Butler said that character is one of the greatest essentials to success in that endeavor. He held that success never is accidental, but the result of painstaking effort.

"You must be neat in appearance, polite to customers and prompt in the discharge of your duty if you hope to be successful," he continued. "Cheerfulness is another great help in selling goods. Industry and integrity of the sales person contributes importantly to success. To be successful one must be true and loyal to one's employer, and one must believe in the house with which he is employed and in the goods he sells. Let the question of salary take care of itself, for if you are faithful your employers will soon discover that fact and act accordingly."

The speakers added that, strangely enough, there were more vacant positions in the big New York stores at

salaries ranging from \$15 to \$150 than there were capable persons to fill them.

CENSURES U. S. MEATS.

Recent Consignments Bearing Government Label Were Found Diseased.

(By Cable to N. Y. Herald.)

London, England, March 8.—Following startling allegations concerning the diseased condition of recent consignments of United States meat made today by Dr. Williams, medical officer of the Port of London, members of the Health Committee say to-night that if the charges be true consumption of such meat by the poor is almost certain to lead to an increase of cancer cases.

These members, Aldermen W. H. Williamson, J. S. Robinson and G. Davies, declared the question to be one of national importance, affecting the health of the whole United Kingdom, and they have appealed to the Corporation to give the discoveries the widest publicity and to take immediate steps to "prevent a recurrence of the disgraceful business."

Dr. Williams presented his report to the City Council at the Guildhall today. He alleged that in a shipment of meat that arrived February 2, consisting of tongues, kidneys, liver, tripe and sweetbreads, he found that 28 sheep livers and 130 tongues were diseased out of a total of 528. There were also 300 frozen hog carcasses on board this ship, of which 15 were minus the lym-

phatic glands. One carcass was affected with tuberculosis.

"There is no necessity," Dr. Williams says, "of removing the lymphatic glands, unless with some specific object, and presumably in the case of the fifteen carcasses found without glands they had been discovered on inspection in the United States to show some evidence of disease."

Continuing, Dr. Williams points out that in the above consignment more than six hundred cases of tongues, livers, etc., bore an official label indicating that they had been inspected and passed as sound in the country of exportation.

The City Council decided to forward Dr. Williams' report to the Local Government Board with the idea that the allegations therein be brought to the notice of the American Ambassador. Whitelaw Reid, and the various port and sanitary authorities, and that urgent representations be made to the Board to give this matter earnest attention in the interests of the public health.

BLAME ON THE COOK.

Cardinal Manning, the famous English churchman, was gaunt of face. The great ecclesiastic's appearance was so ascetic that he seemed to have been almost starved. Once in Liverpool he visited a convent, and the cook knelt to him for a blessing, which she got.

"May the Lord preserve your eminenence," said she, and then, looking at his thin face, she added, "and, oh, may God forgive your cook!"

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the bank and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Sons. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Canadian Grocer.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal
Agents.

French Vermicelli and Macaroni
The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer

Sales Agent: L. FONTANEL,
187 Commissioners St., Montreal

BASKETS

You can make money as well as oblige your customers if you handle our

**Butcher Baskets,
Clothes Baskets,
Grain and Root Baskets
and Patent Strawboard
Berry Box.**

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

**The Oakville Basket Co.,
OAKVILLE, ONT.**

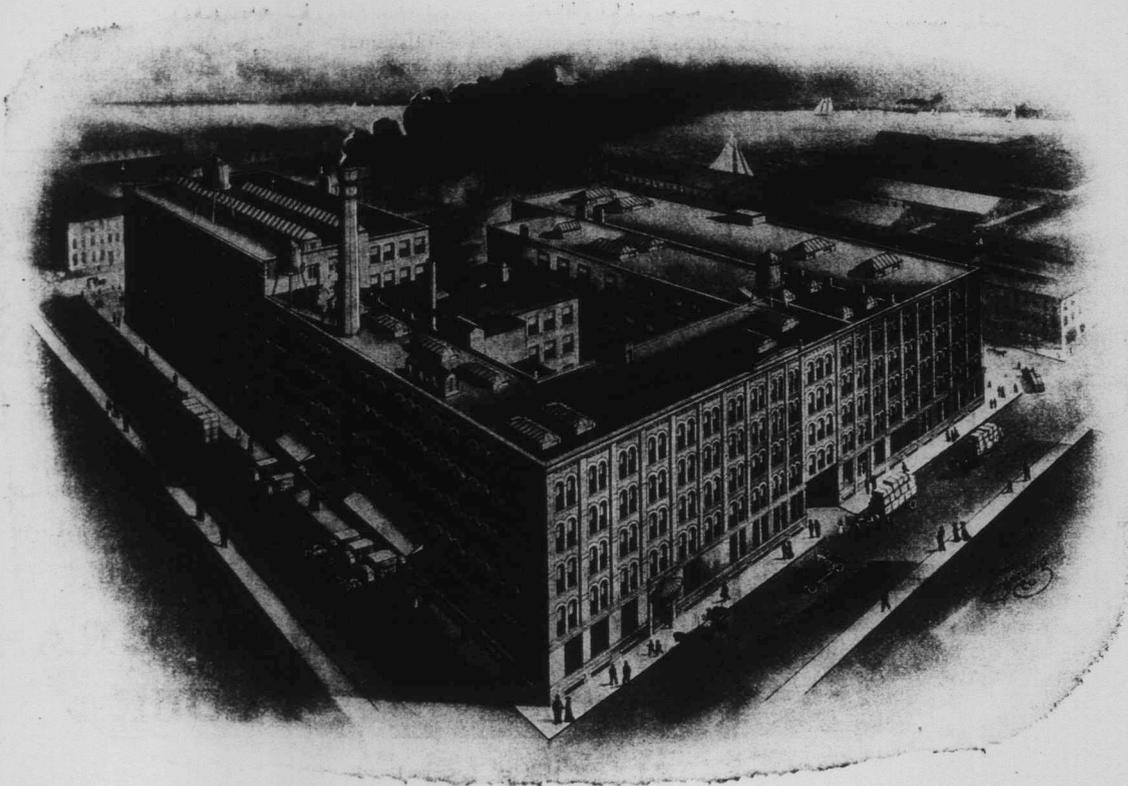
OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

THE CONDENSED ADS of The Canadian Grocer are what you should use if you wish to secure a clerk, a traveler or a situation.



Where Christie's Biscuits come from—

The cleanest factory in Canada

THE word "Christie" on a biscuit means biscuit perfection to a vast majority of the particular housewives of Canada.

Grocers throughout the wide Dominion, for this and other reasons, extend a preference to Christie's Biscuits—they stock *Christie's* in preference to all other makes.

The high grade quality of every ounce of raw material entering into our bakes—the absolute cleanliness of the big factory and the high standards governing the entire output—goes far toward explaining the delicious and lasting goodness of Christie's Biscuits.

But—grocers stock Christie's Biscuits because it pays them to do so.

Christie's Biscuits draw the paying trade—the staying trade—the trade worth while.

Christie's Biscuits *sell more than biscuits*—depend upon it they have something to do with holding, for instance, *your best tea trade*.

Think it over. While you may stock other biscuits, you'll always carry Christie's.

Christie, Brown & Co., Limited

GENERAL PARCEL DELIVERY IN ST. MARY'S.

(Toronto Star)

One combination for which nothing but good can be said has been formed in St. Mary's. This combination is composed of town merchants, and the object in forming it was to reduce the cost of delivery of purchases to customers. That object has been accomplished.

For many years each merchant in St. Mary's, as is still the case in other towns, maintained his own delivery system. Some four years since, these merchants combined in organizing a single system for the service of all. Under the arrangement made, four wagons are supplied, one for each ward into which the town is divided, and each wagon makes four trips daily over its own route for five days in the week, and five trips on Saturdays. The service so secured is more frequent and more efficient than it was under the old individual plan, and the cost, according to a correspondent of The Canadian Grocer, is from 75 cents to a dollar a day for each merchant, or not over half the amount spent before the co-operative idea was introduced.

The plan might easily be applied in any town of 5,000 or less. It should not be impossible to work out a similar system even in larger places. A very considerable part of the cost of living in

urban centres is made up of needless waste involved in the multiplication of delivery wagons.

A new grocery store is established in New Glasgow N.S. Geo. M. Stevens is taking the store formerly occupied by Harry McDougall.

FISH PROTECTED.

A despatch from Ottawa states that by an order-in-council the special fisheries regulations for the Province of Ontario are so amended as to absolutely prohibit the sale and export of black bass, maskinonge, and speckled trout for a period of five years, from and after May 30, 1909.



This Kid is

"Spreading Out" and fully realizes that he is "the coming man."

Don't let precedent and prejudice hold you in a rut so that progress turns out and goes around you! Buy

ANCHOR BRAND FLOUR

Manfd. by Leitch Brothers Flour Mills,
Oak Lake, Manitoba, Canada.



DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURER

MONTREAL



Ask the Housewife

Ask the woman who uses coconut how **White Moss Coconut** compares with others.

Her answer will show you the truth of our claim, that this brand is the most popular.

Do YOU Sell it?

The Canadian Coconut Co., Montreal

The delicious flavor of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:

GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in 1/4 gross cases

Bulk in 7-lb. Pails, 1/2 doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

The Dealer Who Stands for Plus

See Our Next

3
The
Case
of
the
Nimble
Sixpence 3

March 19, 1909



Five Roses Flour

HE DIDN'T have the biggest store in town nor the best corner. He only sold shoes and such like—but he sold *good* shoes. He used to say, “*It hurts me whenever a shoe hurts a customer.*”

¶ He didn't do as much as other dealers—he did *more* : he stood for *plus* ! 'Twas good to talk quality, he thought, but better to *deliver* it—every time he made a sale he added a *new* customer.

¶ You don't sell shoes maybe—you're keener on the flour end. But the principle is the same : you *cannot* afford to give a buyer a bad bargain ; you need satisfied customers to perpetuate *your* flour demand.

¶ Did you ever handle FIVE ROSES ? Dealers say *it fetches the repeat orders*. “Near-good” flour is always a barrel of trouble, but FIVE ROSES in many a kitchen is considered only second in importance to the cook herself. Many live dealers use FIVE ROSES as a magnet to draw *new* customers of whom *permanent customers in all lines* are easily made. The “live wires” in the retail trade have discovered that they can sell *two* barrels of FIVE ROSES in *less* time than it takes to dispose of *one* barrel “near-good” stuff !

¶ If *you* only knew what splendid records it's making for dealers, how easily it sells and *stays* sold, you'd be interested at once. If only we could make *you* appreciate the money there's in FIVE ROSES, we couldn't keep you out of our list of *regular* buyers, even if you had to *borrow* the money to pay for *your first order* !

¶ Stand out for quality *plus* the customer's confidence, but don't let the other fellow get in *his* order first !

LAKE OF THE WOODS MILLING COMPANY, Limited

Address the nearest office

Montreal, Toronto, Winnipeg, Vancouver, St. John, N.B.

ing to get the orders filled. Perch, mackerel and ciscoes are off the market, and no fresh caught stock is coming in. The frozen stock is in good condition and likely sufficient to meet all the demand during Lent, at the end of which the held stock will no longer be in demand.

Herring, medium, per lb.....	0 04	0 05
" sea, per 100.....	1 90	
" lake, per keg.....	4 00	4 25
Whitefish, frozen.....	0 09	0 10
Trout.....	0 09	0 10
Whitefish, fresh caught.....	0 13	0 14
Trout.....	0 07	0 08
Cod, fresh caught.....	0 07	0 07 1/2
Haddock, frozen, per lb.....	0 07	
" fresh caught.....	0 07 1/2	
Sea salmon, Silverside.....	0 09	
" Steelhead.....	0 13	
Pike.....	0 05	0 06
Pickeral, yellow.....	0 08 1/2	0 09
Herring, Digby, smoked, bundle 5 boxes.....	0 85	
" Kippered, 15-lb. box.....	1 25	
Smelts, per pound, No. 1.....	0 09	0 10
" extra.....	0 12	0 14
Oysters, Long Island.....	1 50	
" medium selects.....	1 75	
" extra.....	1 85	
" shell, per 100.....	1 50	
Finnan Haddie, smoked, 15-lb. package.....	0 07	0 07 1/2
Boneless cod, quail on toast.....	0 05 1/2	
" imperial.....	0 05	
" steak.....	0 07	
Shredded cod, doz.....	0 90	
Arcadia, 24 packages, 1 lb. box.....	3 12	
" 12 packages, 2 lb. box.....	2 40	
Acadia cod, crate.....	2 40	
" tablets, box.....	1 60	
Bloaters.....	1 15	1 25
Qualls.....	0 08	0 09
Catfish, dressed.....	0 10	
Gold eyes.....	0 05	0 05 1/2

TO ADVERTISE RAISINS.

New York, March 9.—A. Gartenlaub, the big Coast packer, has made a definite proposition to the raisin growers of Fresno that if the growers form a legal corporation to buy raisins and allow the packers to sell the crop for them, or at least to pack the crop, the packers of that section will spend \$75,000 annually to advertise California raisins.

The proposition presented by Gartenlaub in substance provides that the growers form an organization incorporated under the laws of the State of California. Each grower who joins will be a stockholder. If this corporation can secure the control of the raisin crop of this section so that a standard price can be fixed, the packers will advance the stockholders 2 cents a pound as soon as the raisins are delivered to the packing house. If the packers are allowed to sell the crop for the growers a reasonable price will be taken out for packing charges and the advance money returned, all surplus going to the growers' corporation in the form of dividends. In this way a minimum price of 2 cents will be guaranteed the Eastern buyers. Each grower will be a stockholder in the corporation, the percentage being according to the acreage or tonnage. Gartenlaub stated that he had been advised that a corporation would be legal, while nothing could be done with co-operative associations. In order to accomplish this and gain the confidence of the packers, Gartenlaub declared that it was necessary for the growers to get at least 80 per cent. of the crop.

Opinion regarding this proposition is divided, some believing that a growers' organization can be formed, but not believing that 85 per cent. control is necessary. Others are of the opinion that the growers and packers should work together, each providing a certain portion of the funds, and a third contingent favored the payment of funds for

FLORIDA TOMATOES

First direct car to reach Toronto this season.

Fancy Hard Ripe Tomatoes can be re-tailed at 20 cts. a lb. at a GOOD PROFIT

**CALIFORNIA and FLORIDA CELERY
FLORIDA NEW CABBAGE
GRAPE FRUIT, STRAWBERRIES and All the
Leading Delicacies**

WHITE & CO., Limited
TORONTO and HAMILTON



RESOLVED

that a pleasant look and cheerful countenance brings business. You can always smile because your customers will be pleased when you sell them my Lemons.

"BUSTER BROWN" "MERCURY" "MAPLE LEAF"

W. B. STRINGER - TORONTO

Canadian Agent

ANOTHER CAR of

Celebrated "Golden Orange" Brand WASHINGTON NAVELS

just arrived. They are now at their best and prices reasonable.

FANCY RIPE BANANAS

We are headquarters for Fancy Bananas.
Fresh car every week.

Hugh Walker & Son
Guelph, Ont.

advertisement by the growers alone. No definite action was taken on the proposition, but President Hobbs at the conclusion of the meeting was instruct-

ed to appoint a committee of five to report to the Chamber of Commerce their idea of the best way to advertise raisins.



OUR SPECIALS

FOR THIS WEEK

PINK SALMON
 HALIBUT
 RED SALMON
 TROUT

DIGBYS
 HADDIE
 BLOATERS
 WHITEFISH

Have You Tried

BEACON BRAND OYSTERS

The F. T. JAMES CO., Limited

FISH and OYSTER Distributors

Church and Colborne Streets,

Toronto

What We Can Give You in Brunswick Brand Sea Foods



- ¼ OIL SARDINES
- FINNAN HADDIES (oval and round tins)
- ¼ MUSTARD SARDINES
- KIPPERED HERRING
- HERRING in Tomato Sauce
- CLAMS
- SCALLOPS



When you require any of these goods see that you get BRUNSWICK BRAND—known and celebrated for QUALITY.

Always Dependable

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.

FISH for LENT!

FROZEN SEA HERRING

Large and Medium Sizes

Frozen Halibut
Salmon
Steak Cod

Large Whitefish
Small Whitefish
Pickerel

Smoked Haddies
Bloaters
Kippers

Labrador Herring — Boneless Cod — Skinless Cod.

“Sealshipt” and Bulk Oysters

ALL OTHER KINDS IN SEASON

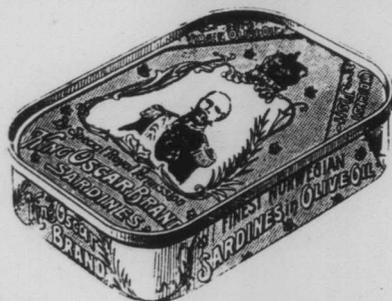
Low prices—Best quality—Fair dealing. Our new price list now ready. Copies mailed on request.

“The largest Fish Warehouse in Canada.”

LEONARD BROS.

(Near Custom House)

MONTREAL



“King Oscar” Brand of Norwegian Sardines

It is only superior merit that has placed this brand of Sardines at the head of all similar goods in Canada—It took only one trial order from the grocers to make them solid as sellers.

Order from your jobber, or write us direct if he doesn't handle them.

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON, ONT.

For Lent Sell

Quaker Salmon

The best on earth

Talls \$2.00 Flats \$2.15

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

GROCERY TRADE CHANGES

Losses By Fire During the Week—New Men in the Trade—Partnerships Dissolved and Assignments Made.

Ontario.

F. H. Ross, grocer, Toronto, has sold to Barry Bros.

James Flynn, grocer, Ottawa, is removing to Hull, Que.

H. Gordon, grocer, Toronto, has had his stock sold by trustee.

J. Jacobson, general merchant, Cobalt, has sold to Wm. Irwin.

Geo. H. Helson, grocer, Toronto, advertises his business for sale.

Warburton & Sons, grocers, Hamilton, have sold to H. O. Saunders.

Hargrove Bros., general merchants, Sombra, Ont., have sold to Del Davis.

James Greer, general merchant, Reaboro, advertises his business for sale.

A. K. Aziz & Co., general merchant, Sunderland, is succeeded by Aziz & Co.

W. A. Day, general merchant, Port Stanley, has sold to Finlay & Glover.

C. M. Gammon, grocer, West Toronto, has sold to Samuel E. Pearsall.

Job. Spencer, grocer and furniture dealer, Toronto, has sold his grocery stock.

G. H. Nairn & Co., grocers, Windsor, have had their stock slightly damaged by water.

Hayden & Hamilton, general merchants, Hagersville, has assigned to Peter Leonard.

Kinzie & Co., general merchants, Southwold Station, has assigned to Robt. T. Petch.

Jas. Ritchie, general merchant, South Bay Mouth, has assigned to A. G. Murray, Gore Bay.

Myles Bourke, general merchant, Temagami, Ont., has assigned to G. A. McCaughey, North Bay.

Quebec.

The Dominion Biscuit & Cigar Co., Quebec, have registered.

J. B. Banville, of J. B. Banville & Co., grocers, Montreal, is dead.

The assets of M. Bernier, grocer, Fraserville, Que., have been sold.

The assets of G. Beaulieu, general merchant, Sayabec, have been sold.

Wilfrid Whissell, grocer, Bouchette, has been succeeded by Frank Gorman.

The assets of J. E. Benoit, general merchant, St. Helene, Que., have been sold.

The assets of Jos. Belisle, general merchant, Bonaventure River, have been sold.

Leacy & Co., general merchants, Chapeau, Que., are offering their business for sale.

Alfred Roy, general merchant, East Broughton, Que., has assigned to V. E. Paradis.

A demand of assignment has been made on L. Marchand & Co., grocer, Montreal.

The assets of L. O. Desautels, general merchant, St. Alphonse de Caplin, have been sold.

The assets of Jos. Soucy, general merchant, Rimouski, were to be sold on March 12th.

C. E. Ladouceur & Co., general merchant, St. Andrews East, Que., has compromised.

The assets of L. O. Desantels, general merchant, St. Jean Bte. de Rouville, are to be sold.

A demand of assignment has been made on Robt. Scott, general merchant, Scotstown.

A meeting of the creditors of Bartley & Reid, wholesale tea merchants, Montreal, is called for March 13.

A. C. Trempe and L. T. Trempe, wholesale and retail grocers, Sorel, Que., were burnt out recently.

Western Canada.

Betsy Kidd, general merchant, Fairmede, Sask., has died.

S. Friedman, general merchant, Winnipeg, has sold to M. Rose.

D. A. Moore, general merchant, Oakville, Man., has sold to Thos. Stait.

Roe & Sidelkovsky, general merchants, Cupar, Sask., have dissolved.

J. K. Rennie, general merchant, Fenton, Sask., has sold to T. A. Adams.

Brodsky Bros., general merchant, Teulon, Man., have assigned to C. H. Newton.

The Grunthal Trading Co., general merchants, Grunthal, Man., sold to S. Chordirker.

Halter, Lechtzier & Co., general merchant, Yorkton, Man., have assigned to C. H. Newton.

Crearar & McTavish, general merchants, Oak River, Man., have assigned to C. H. Newton.

The Western Canada Food Products, Ltd., Norwood Grove, Man., have assigned to C. H. Newton.

The Moose Mountain Trading Co., general merchants, Manor, Sask., have been succeeded by C. S. Logie.

Burlington & Speers, general merchants, Battleford, Sask., have sold their Wilkie branch to Jno. Muchmore.

A USEFUL BOOK.

"Aid to Shippers" is the title of a 72 page book containing a quantity of information of value to all engaged in the export or import trade. The book is issued by Oelrichs & Co., of New York, for more than forty years the American representatives of the North

German Lloyd Steamship Company. The table of foreign moneys with United States equivalents together with weights, measurements, tariffs, customs requirements, etc., etc., will be found of great value. "Aid to Shippers" will be sent, postpaid, on request to Oelrichs & Co., forwarding department, 5 Greenwich St., New York.

FOR SALE.

A LIVE GENERAL BUSINESS—Groceries, two thousand; dry goods and boots, two thousand; two-storey brick store and basement 22 x 165; rent low; best location in town, population eight thousand; turnover last year over forty thousand; reason for selling, partner died; easy terms. Guilfoyle Bros., Collingwood.

Important Notice

Mason's Number One Sauce

REDUCED PRICES

Small Bottles - - - \$1.40 doz.
Large Bottles - - - 2.25 doz.

Prepared by

GEO. MASON, (The Original), From
London, England

ALL JOBBERS

THE MASON, MILLER COMPANY
Toronto, Canada

Agents Wanted

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1856

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager

**DAWSON'S Banner Brand of Jams,
Marmalades and Jellies is the very best.**
THE DAWSON COMMISSION CO., TORONTO

ANOTHER FORM OF STEALING

Peterboro Clergyman Delivers Sermon on the Non-Payment of Accounts to Merchants—Characterizes the Actions of Those Who Neglect This Duty as Worse Than the Deeds of Thieves—They Profess Friendship But Are Not Faithful.

Peterboro, March 9.—Merchants of the Liftlock City have not to fight their battles in the collection of accounts alone. Frequently the clergy of this city have appealed to their congregations along these lines, advising them from a moral standpoint to pay their merchants' accounts.

In a strong sermon delivered by Rev. Father McColl, rector of St. Peter's Church, last Sunday, he characterized the person who deliberately buys goods on credit without any intention to pay for them, as worse than the thief who enters a store or house by stealth and steals.

His sermon dealt with the different forms of stealing, but in particular upon the phase of it relating to those people who borrow money or contract accounts with merchants and have no serious thoughts of settling up.

Pretends Friendship.

There were various forms of stealing, he said. The robber enters a house and with a pistol takes by force; the burglar enters by stealth, but there was a meaner way than either of these. There was a certain amount of honor in the man with the pistol, but meaner was he who takes your money, pretends to be your friend, tells falsehoods about repaying it and at the same time does not intend to pay it. Persons of this kind were just as bad if not worse than those who steal openly with a revolver.

People, he maintained, should live according to Christian principles. If we are not well provided with money or if we are in poverty we can at least be honest, upright and respectable. He gave, as an illustration, the lives of Christ, His mother, and St. Joseph.

There was a great deal of competition in these times, and if the world were less strenuous the people might live more healthy lives. The strenuousness of to-day is because of the striving among men to have more money than their neighbors, to have more power and in a business and worldly sense to be accounted greater and more influential than those who are vying with them.

Beating Their Way.

Unjust means of doing business was another form of theft, Father McColl stated. The poorer people, moreover, emulate the rich. They, too, contract debts which they know they are unable to make return for, and even obtain things which they do not intend to pay for. In every walk of life people of this kind were found. To use a common expression, they were "beating their way" everywhere. The storekeepers met them, the business men knew them and they

were even met with in church circles. Father McColl's sermon was an appeal for honest living. In conclusion, he stated: Let your lives be worthy of Christians such that you will never be ashamed of them."

Another strong advocate of the necessity of character in the payment of accounts among the clergy in Peterboro is Canon Davidson, who periodically reminds his people that one of the essentials of upright living and Christian brotherhood is the straightening out of debts so that men can look each other in the face and live at peace with the world.

GROCER WINS THE PRIZE.

H. C. Davis, Dundas, Gets \$100 Worth of Advertising Space Free.

In a recent contest instituted by the Dundas Banner, H. C. Davis has been judged by subscribers to the paper as the most highly esteemed merchant in Wentworth.

Mr. Davis is the head of a flourishing grocery business, was born in Dundas and has lived there all his life. For twelve years he served efficiently on the board of school trustees, and has been on the public library board for two years.

He has always taken a leading place in sports. In the famous baseball team which held the Canadian championship in 1891, he was the pitcher. He was the president of the curling rink which won the Ontario tankard in 1903, and has won many prizes as a marksman. At the present time Mr. Davis is an enthusiastic member of the Dundas Bowling and Curling Club. He is respected by all as an upright and progressive business man and citizen and is a general favorite on account of his kindly manner and generous nature.

By winning in the contest Mr. Davis receives a hundred dollars worth of advertising space in the Banner and the Business Man's Library, composed of a six-volume set of books.

BUSINESS AT GOW GANDA.

W. F. Morley of the Canada Brokerage Co., has returned from a business trip to Gow Ganda. Mr. Morley had a most interesting and satisfactory trip in the north. In conversation with a Grocer representative he stated that there was already a heavy rush of prospectors into that new mining district but he considered that on the opening of spring there could not help but be a congestion. At present there are over

a hundred car loads of supplies for Gow Ganda at Englehart, Charlton and Elk City. What impressed Mr. Morley so keenly was the enthusiasm of everybody there. He was of the opinion that this was no poor man's boom as everybody was apparently well supplied with funds and from reports he heard the spring business prospects were good.

Reginald E. Green, of Green & Co., Toronto, has returned from a couple of months trip to London, and other Old Country cities. Mr. Green represents in Canada, Branson's Coffee Essence, Champion's Vinegar, and E. J. Nation & Co., Bristol. It is understood he is working up a nice trade for these companies in this country.

No Accident

Made the large sale and wide popularity of Fels-Naptha soap. Every customer for it has been won on merit, and wherever women wash clothes Fels-Naptha is making more friends and holding them for the same reason.

THE GROCER'S ENCYCLOPEDIA

Various Kinds of Raisins and Where They Secure Their Names—Manufactured From Some Classes of Grapes—What They Are Used for and Where Canadian Supply Comes From.

RAISINS—Of all dried fruits raisins have always been the most popular, and have even served as a medium of exchange. They are usually named after the country or district from which they come, and sometimes from the species of grape. Hence we have Muscatels, Blooms, Sultanas, Caraburnas, Malagas, Lexias Valentias, Black Smyrnas, Alicantes, Denias, Elemes and many others.

Probably the best known kinds are the Spanish Denias, (Pasas de Denia), of which there are two varieties, and the Pasas de Malaga, of which there are three, La Moscatel, La Flor and El Sol. There is another variety called Pasas de Legia (Lexias).

Not all grapes, are however, suitable for making into raisins, but only the fleshy varieties, which develop abundant Saccharine matter. A large amount of the raisins coming to this country, are produced on a narrow tract of Spain, on the Mediterranean border, and especially in the Malaga district, whence have come the finest Muscatels. Others are grown in Greece, Italy, Southern France, Turkey and Persia, also in Australia, California and the Cape of Good Hope. The Greek crop is now limited almost entirely to Messina, and Laconia, and is mainly brought up by Patras merchants, for export to England, and America. Of some 30,000 to 50,000 tons produced in California, over three-quarters are grown in Fresno county.

Gathering of the Grapes.

Raisin grapes are most extensively cultivated, around Denia in Spain, and the variety grown there, is coming into competition with the Malaga product. In Malaga, where there is no fear of rain, they are usually cut in bunches, when ripe. These bunches are then dried in the sun, and that requires two or three weeks. In Denia this cannot be done, on account of the climatic changes and the grapes are therefore dipped into hot lye, made by dissolving the alkali out of wood ashes, and quick-lime with water, and then adding a pint of olive oil, and a handful of salt, to each four gallons. This causes the saccharine secretions to exude, to the surface, and give the peculiar brown varnished appearance, to the fruit. The oil also helps the wrinkling, and brightens the appearance. This rapid process of curing, permits Denia raisins to be exported at a lower price, and earlier than those from Malaga, but they do not after all, present such an attractive appearance as the latter.

They are packed in boxes of 22 lbs. net. The finest are classified as Royal Clusters. There also come "Choicest Clusters, Choice Clusters, Black Baskets, Dehesa Layers, Imperial Cabinet, London Layers, Faced and Loose."

A Castile Legend.

In old Castile a delightful legend exists, that grapes to be successfully cured for winter, must be cut off the vines, carried to the lofts, and hung up to dry, without being looked at. The

peasant women, therefore, on approaching the vines, close their eyes or bandage them over while groping for the bunches, cutting them off and placing them in the basket; and when this is full, they cover the top with vine leaves. They then open their eyes, but on arriving at the drying loft, the eyes are again religiously closed, or bandaged, while hanging up the bunches.

The Uses of Raisins.

In packing raisins, especially Muscatels, the Spanish method of showing the stems is now generally adopted, so that in opening a box, care should be taken to remove the right lid, and commence at the top. Raisins are used in pastry making, and cooking of pies, puddings, bun loaf, etc., and as a dessert fruit.

They are judged by size, color, and fleshiness, and are also used extensively in making and flavoring ordinary wines, as well as "raisin wine." Distillers use large quantities of them. The white Muscatel is always in great demand in Switzerland, and Austria, for the making of vermouth.

Raisins contain more sugar, and less acid, than fresh grapes, and are more laxative. Eaten to excess they are very apt to derange the stomach. The small seedless varieties, are much in demand by cake makers, but being gathered young and unripe possess little flavor, and will not keep so long, as the full grown kinds, in their ripened state. Of late the seeded raisin has come much into use. The chief difficulty is in preventing the raisin from "candying" after the seeds have been removed. Many preparations have been put onto the market to prevent this taking place. Muscatels maintain their fine qualities for a longer time, than stoned Valentias. For some time there was a certain amount of prejudice against seeded raisins, each housewife preferring to seed her own, but this has of late practically disappeared.

ALL ABOARD
GET READY TO SUPPLY THE
DEMAND FOR

GREAT WEST

CUT PLUG
SMOKING and CHEWING
TOBACCO
SALES INCREASING DAILY

McDOUGALL

Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.

CLAY PIPES

If you desire to increase your business buy your

PIPES, TOBACCO, CIGARS,
BISCUITS AND CONFECTIONERY
from

JOS. COTE

Importer and Wholesale Tobacco Dealer
The greatest assortment of smoker's
articles in the Dominion.

Office & Store 188 St. Paul St.
Warehouse 119 St. Andre St.
Branch 179 St. Joseph St.

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



The Canadian Hardware Jobbers

Use Large Space in Our Annual Spring Number each year. Last year during depression

Lewis Bros., Montreal, used 5 pages	Frothingham & Workman, Montreal, 1 page
Hobbs Hardware Co., London, 2 pages	Rice Lewis & Son, Toronto, 1 page
Caverhill, Learmont & Co., Montreal, 2 pages	D. H. Howden, London, 1 page
H. S. Howland, Sons & Co., Toronto, 2-page insert	Kennedy Hardware Co., Toronto, 1 page
Wood, Vallance & Co., Hamilton, 1 page	

These firms have travellers covering the country thoroughly and are in a position to know whether or not this Number is read by the hardware trade throughout Canada.

Practically every article sold through the Canadian Hardware Trade will be advertised in it.

It will, therefore, be used for months as a Directory by Wholesale and Retail Dealers.

Our Annual Spring Number will be published March 20—just when Spring trade is opening up. An immense amount of Hardware is shipped to the West as soon as navigation opens. The end of March is, therefore, a most opportune time to make good, strong bid for business.

WE GUARANTEE TO SEND A COPY OF THIS NUMBER TO EVERY HARDWARE, STOVE AND TINWARE DEALER IN CANADA

RATES: Full Page, \$35.00

Half Page, \$20.00

Quarter Page, \$12.00

Advertising Forms Close March 16

HARDWARE AND METAL

MONTREAL

TORONTO

WINNIPEG

NEW YORK

CHICAGO

622-624 TRIBUNE BLDG.

933-935 MONADOCK BLOCK

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT ?

“Tuckett’s Special”

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

**THE IMPORTANCE OF
GOOD GROCERY FIXTURES
IS SECOND ONLY TO THAT OF
A WELL-SELECTED STOCK**



WALKER BIN FIXTURES will

Build up a new business,
Put new life into a dead business and
Improve and make more profitable
the best grocery business in Canada.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited
Designers and Manufacturers of
Modern Store Fixtures
Berlin, Ontario

Representatives: Montreal; Kenneth H. Munro, Coristine Bldg.
Manitoba; Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

**ALLISON
Coupon Books**

They systematize business, make credit customers easy to handle, and prevent the loss of many a dollar.

They are now successfully and profitably used in every corner of the United States, and their fame has spread to all quarters of the earth.

HOW THEY WORK

A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10 - no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.



For sale by the Jobbing trade everywhere.
Manufactured by ALLISON COUPON CO.
Indianapolis, Ind.

**Queen City Water
White Oil**

GIVES PERFECT LIGHT

The most economical high-grade oil ever
sold in Canada.

FOR SALE EVERYWHERE

Persons addressing advertisers will kindly mention having seen the advertisement in this paper.

**The
Elgin National
Coffee Mills**

40 Sizes and Styles

They are the
**Fastest Grinders
Easiest Runners**

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



**LOOK AT THIS
HAVE YOU ONE IN YOUR STORE**

If not you are put to great inconvenience,
delay and trouble without McGregor's

Patent Bag Holder

It is out of the way - Write us for prices.

KILGOUR BROS.

19 Wel lington St. West, - TORONTO

"Enterprise" Economy



An Enterprising grocer, who does things *right*, uses an "Enterprise" Electrically-Driven Coffee Mill.

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee a month with an "Enterprise" Mill electrically-driven at a cost for current of \$3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

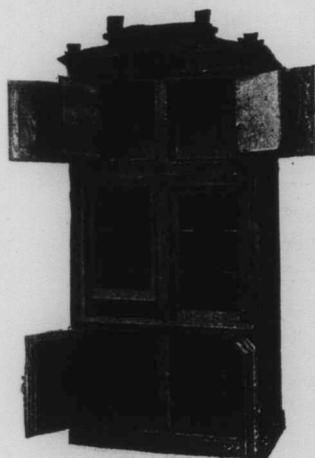
Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No. 08712, fitted with $\frac{1}{2}$ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York

438 Market Street, San Francisco



Arctic Refrigerator

For butchers, grocers, hotels, etc. The coldest, driest and most up-to-date refrigerator on the market.

REPRESENTATIVES:

Western Provinces—
Ryan Bros., Winnipeg
Quebec—
Wolf, Sayer & Heller, Montreal

MANUFACTURERS:

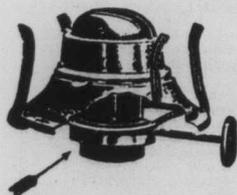
JOHN HILLOCK CO., Limited
TORONTO, ONT.

WRITE FOR CATALOG

TALKING POINTS FOR DEALERS

ON

BANNER, CANADA, ONTARIO and HIGONE LAMP BURNERS



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manilla and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Worms in Horses and All Live Stock

The eradication of worms from horses and other animals is one of the most striking features of **Molassine Meal**, and is proof of its unique properties. When

MOLASSINE MEAL

is used regularly—although it is quite free from arsenic or drugs—in consequence of its antiseptic properties, all foul or putrid matter is evacuated, worms cannot live, and are naturally expelled.

A food which has effects like this must command the attention of all persons interested in the feeding of horses and cattle.

Sole Importer

ANDREW WATSON

91 Youville Square - - MONTREAL

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.
W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case		\$2 00
1-lb. tins, 5 " "		1 25
1-lb. tins, 4 " "		0 75
IMPERIAL BAKING POWDER.		
Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	12-oz.	1 75
1 doz.	12-oz.	3 50
4 doz.	12-oz.	3 40
1 doz.	2 1/2 lb.	10 50
1 doz.	5 lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	15 " "	1 65
2 " "	15 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 90
2 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	18 " "	



ROYAL BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	15 " "	1 65
2 " "	15 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 90
2 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	18 " "	

CLEVELAND'S BAKING POWDER.

Cases.	Sizes.	Per Doz.
Cleveland—Dime		\$0 93
1 lb.		1 33
6 oz.		1 90
1 lb.		2 45
19 oz.		2 70
1 lb.		4 65
5 lb.		13 30
8 lb.		21 65

T. KINNEAR & CO.

1 lb. tins, 2 doz. in case	\$1 20
1 lb. " 2 " "	0 80
1 lb. " 4 " "	0 45
WHITE SWAN SPICES AND CEREALS LTD.	
White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 10
1-lb. " 2 " "	1
1-lb. " 4 " "	0 8
Blue.	
Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, 1/2 gross box	2 00

Cereals

H.O. COMPANY ROCHESTER, N.Y.	
Per case.	Per case.
Porco, 36s.	\$1 50
Korn-Kinks, 3's, 1 45	
Presto, 36s.	3 40
Pancake, 36s.	3 50
Tapioca, 36s.	2 85
Hominy, 36s.	2 50
Farina, 24s.	1 70

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, \$3 50.	
The King's Food, 2-doz. in case, per case, \$5.	
White Swan Barley Crisps, per doz., \$1.	
White Swan Self-rising Buckwheat Flour, per doz., \$1.20.	
White Swan Self-rising Pancake Flour, per doz., \$1.20.	
White Swan Wheat Kernels, per doz., \$1.40.	
White Swan Flaked Rice, per doz., \$1.	
White Swan Flaked Peas, per doz., \$1.	

Chocolate and Cocoa.
THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	\$4 50
Perfection, 1-lb., per doz.	2 40
" 1-lb., " "	1 30
" 10c. size " "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz.	2 25
Soluble, bulk, per lb.	0 55
" "	0 15
London Pearl per lb.	0 22
Special quotations for Cocoa in bbls., kegs, etc.	
Unsweetened Chocolate—	
Plain Rock, 1-lb. cakes, 12-lb. boxes.	0 40
1-lb.	0 40

Agents, O. E. Colson & Son, Montreal.

In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37



Sweet Chocolate—

Queen's Dessert, 1-lb. cake, 12-lb. boxes, per lb.	\$0 38
Queen's Dessert, 6s, 12-lb. boxes,	\$0 40
Vanilla, 1-lb., 12-lb. boxes per lb.	\$0 35
Parisian 8s, 30 30	
Royal Navy, 1/2's, 1's, 1-lb. boxes per	
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" 8's " " "	0 25
" 9's " " "	0 28

Things for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 1/2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 35
Vanilla wafers, " nonpareils, 5-lb. box	0 35
" " 5-lb. boxes, lb.	0 28
" " 2's, nonpareils " "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box.	1 35
Milk cakes, 5c. size, box.	1 35

BENSOLDOR'S COCOA
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., \$ 90
" " 4 " " "	2 40
" " 3 " " "	4 75
" " 1 " " "	9 00

JOHN F. MOTT & CO., R. S. McLeod, Agent Toronto, Arthur M. Loucks, Ottawa, J. A. Taylor, Montreal, Jos. E. Huxley, Winnipeg, R. J. Bedington & Co., Calgary, Alta. Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz.	0 90
Prepared cocoa, 1/2's 0 28	
Prepared 1/2's	0 28
Mott's breakfast cocoa, size 90 per dz.	
" breakfast cocoa, 1/2's	0 38
" " " "	0 38
" No. 1 chocolate, 1/2's	0 32
" Navy " "	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, 1/2's	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 38
Breakfast cocoa, 1-5, 1/2 and 1-lb. cakes, 6-lb. boxes.	0 28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes.	0 35
Auto Sweet chocolate, 1 1/2 lb. cakes, 3 and 6 lb. boxes.	0 35
Vanilla Sweet chocolate, 1-5-lb. cakes	0 47
8-lb. tins	0 47
Soluble cocoa (hot or cold soda)	0 38
1-lb. tins	0 38
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	0 34
Caracas tablets, 100 bundles, tied 6s, per box.	3 00

Cocoanut.
CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c, 20 and 40c. packages packed in 15 lb. and 50 lb. cases.	Per lb.
1 lb. packages	0 26
1 lb. " "	0 27
1 lb. " "	0 28
1 and 1/2 lb. packages assorted	0 26
1 and 1/2 lb. " "	0 27
1 lb. packages assorted in 5 lb. boxes	0 28
1 lb. " "	0 29
1 lb. " "	0 30
Bulk—	
In 15 15 lb. pails and 10, 25 and 50 lb. boxes.	Falls Tins. Bbls.
1 lb. packages	0 17
Beat Shredded	0 18
Special Shred	0 17
Ribbon	0 19
Macaroon	0 17
Dedicated	0 16
White Moss in 5 and 10 lb. square tins, 21c.	

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.
BORDEN'S CONDENSED MILK CO. Wm. H. Dunn, Agent, Montreal & Toronto.

Cases. Doz.	
" Eagle" brand (4 doz.)	\$6 00 \$1 50
" Gold Seal" brand (4 doz.)	5 00 1 25
" Challenge" brand (4 doz.)	4 00 1 00
Evaporated Cream—	
" Peerless" brand evap. cream	4 70 1 20
" hotel size	4 90 2 45



TRURO CONDENSED MILK CO., LIMITED.

" Jersey" brand evaporated cream	per case (4 doz.) \$4 80
" Reinder" brand per case (4 doz.)	5 00



ESBY, BLAIN CO., LIMITED.

Roasted whole or ground. Packed in damp-proof bags and tins.	
Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17 1/2
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground	0 30
German Dandelion, 1/2 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18
THOS. J. LIPTON retail wholesale	
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40 0 30
JAMES TURNER & CO.	
Mocha	\$0 32
Damasco	0 28
Cairo	0 30
Sirdar	0 17
Old Dutch Rio	0 12 1/2
PATTERSON'S "CAFÉ" COFFEE ESSENCE	
Agents, Rose & Ladame, Montreal and Toronto.	
5 oz. bottles, 4 doz.	1 75
10 " " " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " " " "	9 00

WHITE SWAN SPICES AND CEREALS LTD. White Swan Blend.

1-lb. decorated tins, 32c. lb	
Mo-Ja, 1-lb. tins	30c. lb.
Mo-Ja, 1-lb. tins	28c. lb.
Mo-Ja, 2-lb. tins	28c. lb.

Cafe des Epiceuses—1-lb. fancy glass jars, per doz., \$3.50.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., \$4.	
Presentation, with 3 tumblers, \$10 per doz.	

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	\$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese—1

Large size jars, per doz.	\$3 25
Medium size jars,	4 50
Small size jars,	2 40
Individual size jars, per doz.	1 00
Imperial holder—	
Large size, doz.	18 00
Med. size " "	17 00
Small size " "	12 00
Roquefort—	
Large size, doz.	2 40
Small size, " "	1 40

Peanut Butter.
MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.	
Large size, cases, 25 cartons	\$3 50 each
Small " " " 50 " "	3 60 " "
Assorted, cases, 26 small, 12 large	3 55 " "
Net 30 days.	

Confections
THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 35
Maple Buds, 5-lb. boxes, lb.	0 25
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 36
These prices are F.o.b. Toronto.	

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montreal. \$2, \$3, \$5, \$10, \$15 and \$20.	
All same price one size or assorted.	
UN-NUMBERED	
Under 100 books	each 04
100 books and over	each 03 1/2
500 books to 1000 books	each 03
For numbering cover and each coupon, extra per book 1/2 cent.	

Cleaner.
EASYBRIGHT

Per doz.	
4-oz. cans	\$0 90
6-oz. " "	1 35
10-oz. " "	1 85
Quart " "	3 75
Gallon " "	10 00

Wholesale Agent
The Davidson & Hay, Limited, Toronto

Extract of Beef.
LAPORTE, MARTIN & OIE, LTD.

"Vite" Pasteurized Extract of Beef, Per case. Bottles 1-oz., case of 2 doz.	\$3 20
" " 2 " " "	1 40
" " 4 " " "	4 50
" " 20 " " "	4 75
" " 20 " " "	9 00

Infants' Food.
Robinson's patent barley 1-lb. tins

"Mephisto" and "Purity" Canned Lobsters.

1 flat	\$4 40	4 10
1 " "	3 30	2 40
1 " "	1 40	1 50

Flavoring Extracts
SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
3 " " "	2 00
4 " " "	2 25
5 " " "	2 50
6 " " "	2 75
8 " " "	3 50
10 " " "	4 00
12 " " "	5 00
15 " " "	6 00

Jams and Jellies.
BUTGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Ladame, Montreal and Toronto.	
1-lb. glass jar, screw top, 4 doz., per doz	2 20
Prices on application.	

Compound Fruit Jam—
T. UPTON & CO.

12-oz. glass jars, 3 doz. in case, per doz.	\$1 00
2-lb. tins, 3 doz. in case	per lb. 0 71
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 wood pails, 6 pails in crate, per lb.	0 06 1/2
50-lb. wood pails	0 06 1/2
Compound Fruit Jellies—	
12-oz. glass jars, 3 doz. in case, per doz.	1 00
2-lb. tins, 9 doz. in case per lb.	0 07 1/2
7 wood pails, 6 pails in crate, per lb.	0 0

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion, 1 year.....	\$30 00
" " " " 6 months....	17 00
" " " " 3 months....	10 00
50 " " " 1 year.....	17 00
" " " " 6 months....	10 00
25 " " " 1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, **THE PRINTER AND PUBLISHER**. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

FOR SALE.

FOR SALE—Town, city, rights for preserving eggs. None better; fortune builder. Start this spring. W., care GROCER, Toronto. (14p)

FOR SALE at a bargain, or rent. Frankford Canning Factory. E. G. Sills, Belleville. (13p)

ONE Taylor Safe, No. 3, in splendid condition. Price reasonable. E. H. Piggott, Midland, Ont.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. It is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

SITUATIONS WANTED.

SUCCESSFUL store manager desires change; high grade expert, excellent testimonials. Correspondence invited. Box 296, CANADIAN GROCER, Toronto. [12p]

SITUATION VACANT.

WANTED—Traveler having good grocery and cigar store connection to carry new line of small cigars. Apply Box 89, CANADIAN GROCER, Montreal.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

WANTED TO BUY—A Computing Scale, Cash Register and Gas Engine, 12 or 15 h.p. E. A. Buck, Crystal Beach, Ont.

AGENT WANTED.

WANTED—Manufacturer's agent or jobber in every large distributing center in Canada (where not already represented) to handle our full line of high grade Chocolates and Bon-Bons. Many other leading lines to offer to the right parties. When replying state lines you handle, connections and district covered. The Montreal Biscuit Company, Montreal. [18]

When writing advertisers kindly mention having seen the advertisement in this paper.

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

60,000,000 Shrewd merchants all over the world have paid \$80,000,000 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner Lamps can be received by return mail by applying to our representatives or direct to the Pitner Lighting Co., Limited 36-38 Lombard St., Toronto, Ont.

MAPLE SUGAR—Cakes or tins. Written guarantee of purity. Woodman & McKee, Coaticook, Que. (19p)

IF you are looking for a side line to add to your business, there is none better than COLUMBIA GRAPHOPHONES, Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or some one else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. TORONTO PHONOGRAPH CO., Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

Messrs. Gordon, McDonald & Co., 67 Cross Lane, Eastcheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes "A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St. LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of CANNED GOODS. T. A.—Scottish, Liverpool.

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from \$1,000 to \$10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn \$100 to \$500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office, Dept. 287 NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.



The fact that we sold more in 1908 than in 1907 and more in 1907 than in 1906 and the fact that so far in 1909 IT'S THE SAME STORY, "AHEAD OF LAST YEARS SALES," is no matter of luck. It's the legitimate result of a policy that brings every man in our immense factory and every department of our manufacture to the display of the utmost possible skill in stove polish making during nearly fifty years of successful endeavor to please the housekeeper. Just the kind of goods you want to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Companions Everywhere

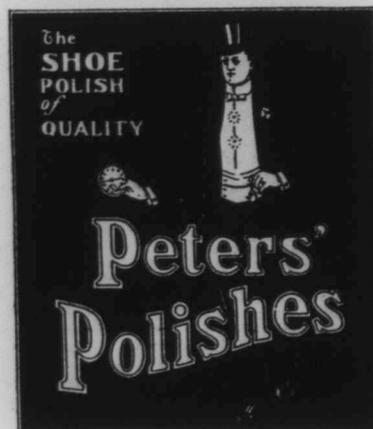
You cannot mention a stove without thinking of **Black Knight Stove Polish**, and you cannot speak of the latter without your mind



reverting to your stove. Why? Because we have advertised Black Knight so extensively that its name is as familiar in the average household as a stove itself.

Mr. Dealer—Are you handling Black Knight?—the very best polish made.

The F. F. Dalley Co., Limited
Hamilton, Canada Buffalo, N.Y., U.S.A.

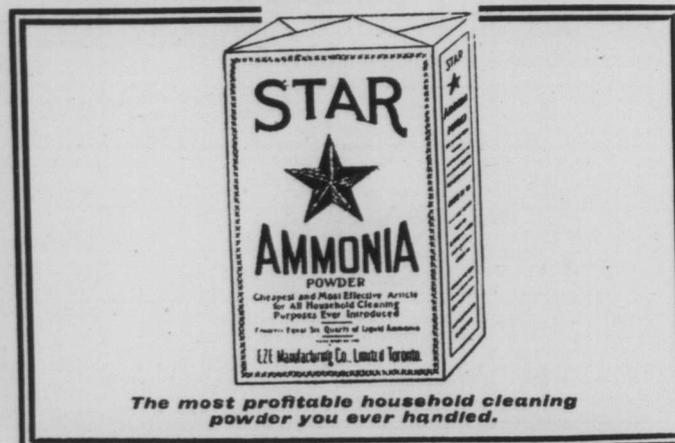


PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St., West
Toronto



STOVE POLISH

Now is the season for the greatest use of stove polish. This is a line in your business that pays well if you handle reliable goods like

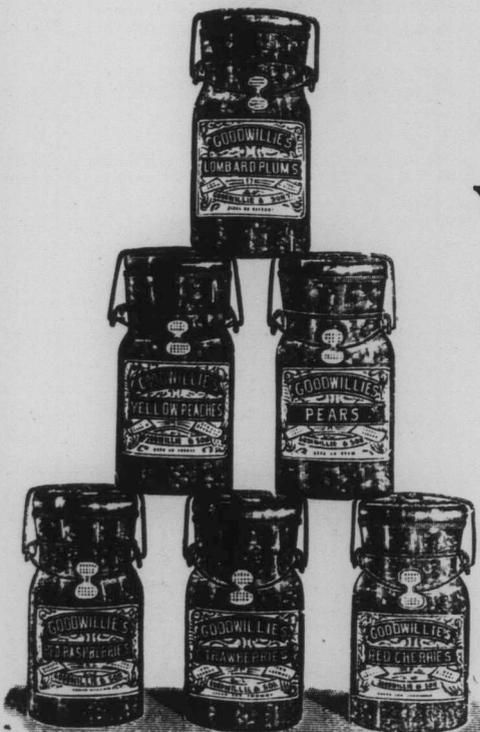
JAMES DOME BLACK LEAD

A stove polish that gives the best satisfaction in its use. Sort up your stock. Sold by all jobbers.

W. G. A. LAMBE & CO., Canadian Agents

Goodwillies' Fruits

IN GLASS



Have You Tasted Them Yourself ?

If Not Do So

Agents :

Rose & Laflamme Limited
Montreal and Toronto

WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported. Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

50-lb. wood pallets 0 07
Pure assorted jam, 1-lb. glass jars, ca 0 66
doz. in case 1 75

Jelly Powders
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited



Assorted Case, Contains 4 doz. \$3.50
Assorted Case, Contains 2 doz. \$1.80
Lemon (Straight) Contains 2 doz. \$1.80
Orange (Straight) Contains 2 doz. \$1.80
Raspberry (Straight) Contains 2 doz. \$1.80
Strawberry (Straight) Contains 2 doz. \$1.80
Chocolate (Straight) Contains 2 doz. \$1.80
Cherry (Straight) Contains 2 doz. \$1.80
Peach (Straight) Contains 2 doz. \$1.80
Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
1 case than 5 cases 6 25
5 cases, of over 6 15



List price
"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard.

THE N. E. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Pieces... \$0 10
1-bbls. 0 14
Tubs, 50 lbs. 0 10
20-lb. Pails. 2 20
20-lb. tins. 2 10
Cases 3-lb. 0 11
" 5-lb. 0 10
" 10-lb. 0 10



F.O.B. Montreal.

List price

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. 90 40
Fancy boxes (36 or 50 sticks)... per box 1 25
"Einged" 5-lb. boxes... per lb. 0 48
"Acme" pellets, 5-lb. cans... per can 3 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans... per can 3 00
Licorice lozenges, 3-lb. glass jars... 1 75
" 20 5-lb. cans... 1 50
"Furita" licorice 10 sticks... 1 45
" 100 sticks... 0 75
Dulce large cent sticks, 100 in box... ..

Lye (Concentrated)

GILLETT'S PERFUMED. Per case
1 case of 4 dozen... \$3 50
3 cases of 4 dozen... 8 50
5 cases of more... 3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
1 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz \$1 00
16-oz. glass jars, 2 doz in case " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen... 2 00

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " 2 80
4-lb. tins, " 4 55
7-lb. " " 7 35
"Shredded"—
1-lb. glass, doz... 1 90
2-lb. " " 3 10
7-lb. tins, " 8 35



THOMAS J. LIPTON
Prices on application
Mince Meat
Wethy's condensed, per gross net... \$13 00
per case of 3 doz. net... 3 00



ST. CHARLES CO. DENNING CO.

PRICES:
St. Charles Cream family size, per case \$4.70
Ditto, hotel, 4.90
Silver Cow Milk 5.00
Purity Milk 4.70
Good Luck 4.40

Mustard

COLMAN'S OR KEEN'S
D.S.F., 4-lb. tins... per doz \$ 1 40
" 4-lb. tins... 2 50
" 1-lb. tins... 5 00
Durham 4-lb. jar... per jar 0 75
" 1-lb. jar... 0 25
F.D. 4-lb. tins... per doz. 0 85
" 1-lb. tins... 1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—
Minerva, qts. 12's \$ 5 75
" pts. 24's 6 50
" 4-pts. 24's 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto
4-pint bottles, 3 & 6 doz., per doz. 0 90
" 3 doz. 1 75

THOMAS J. LIPTON

Prices on application

Soda

COW BRAND

DWIGHT'S BAKING SODA
Case of 1-lb. containing 60 packages, per box, \$3.00
Case of 4-lb. containing 120 pkgs. per box, \$3.00
Case of 1-lb. and 14-lb. containing 30 1-lb. and 60 4-lb. pkgs. per box \$3.00

Case of 50. pkgs. containing 96 pkgs. per box, \$3.00
MAGIC BRAND Per case
No. 1, cases 60 1-lb. packages... \$ 2 75
No. 2, " 120 1-lb. " 2 75
No. 3, " 30 1-lb. " 2 75
" 60 1-lb. " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 3 25
5 cases 3 75

PS?

MAN

10

THE CANADIAN GROCER

TANGLEFOOT FLY PAPER The Standard through-out the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.



ded

REAL

0 48
E5

and Ceylon

Capital Household, 1's and 1/2's 0 30
Old Country, 1's and 1/2's 0 50
5 o'clock, 1's and 1/2's 0 32
H.M.B., 1's and 1/2's 0 75
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



"WATER" WITH "CALCULATORS"
This pot speaks for itself. When you draw water take the "Calculator" out and tea comes free from jambs.
We make every class of this, also The Champion Tea Pot. Send for prices list.

R. CAMPBELL'S SONS

HAMILTON POTTERY
BARRINGTON, ONTARIO



It is always the same—uniform in quality, strength and effectiveness in baking.

"Cow Brand"
Baking Soda

has no equal and can have no superior—It is the perfection of baking soda, therefore your best argument to sell.

In Packages ONLY

CHURCH & DWIGHT
Manufacturers
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